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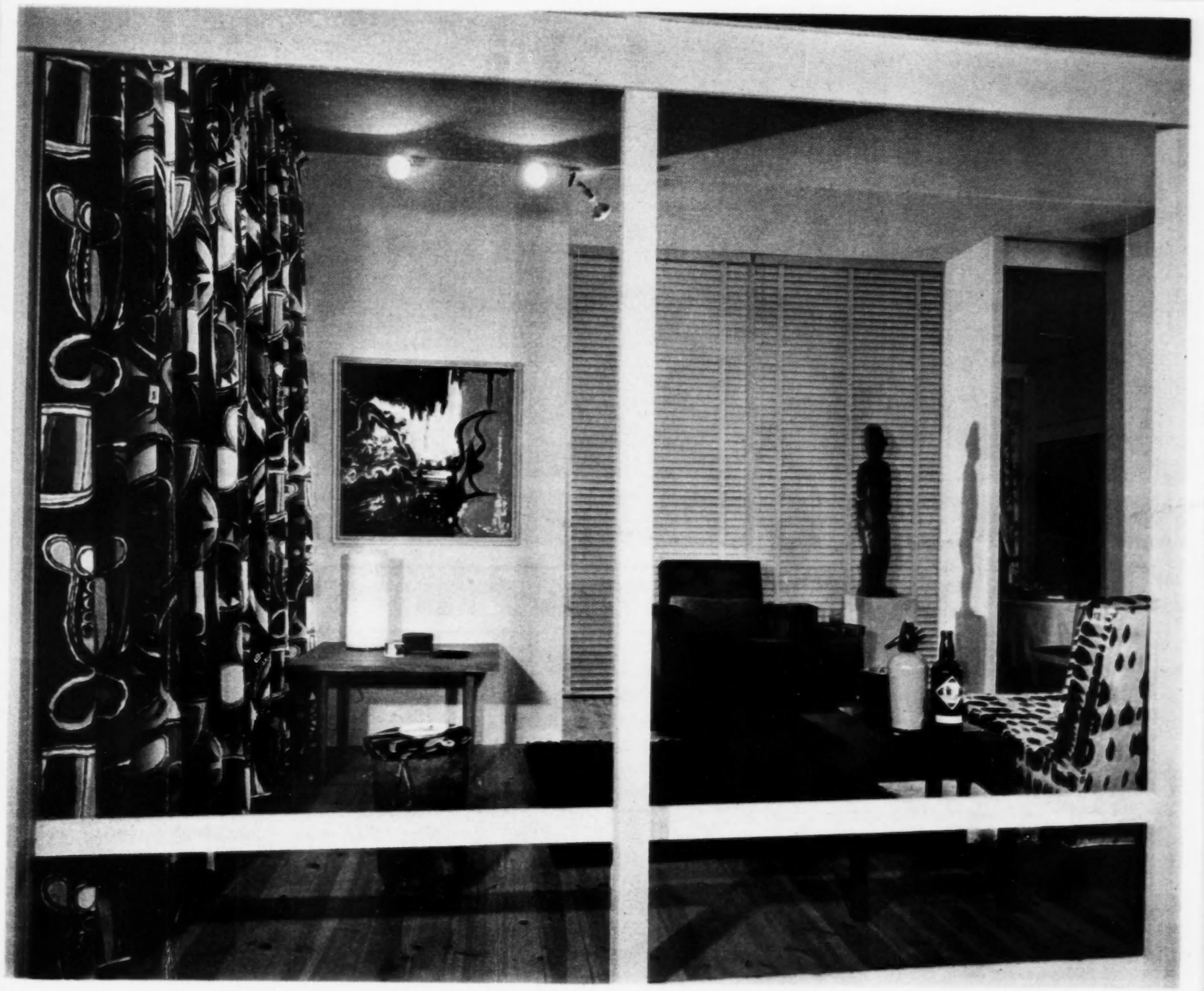

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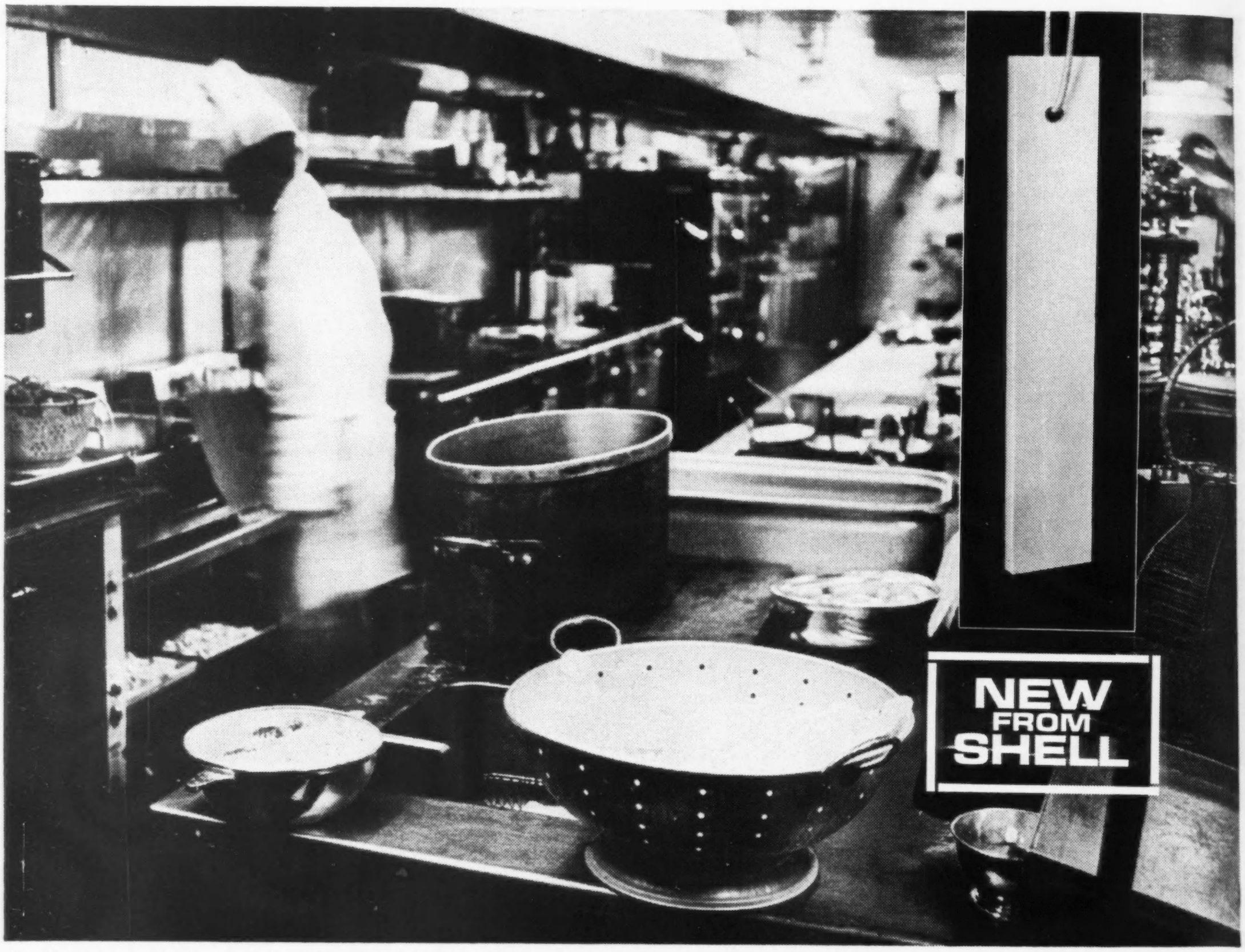

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Front cover photograph

The Cotton Board commissioned Paul Gell to design a house – three rooms and a stoep – for an exhibition at Sanders Stores, Salisbury, to show the potential of British cotton furnishings in the modern Rhodesian home. All the fabrics were chosen from the 1964 Design Awards and in this African-style living room the curtains are made in 'Phoenix', designed by Joyce Mattock for Tootal; the chair is covered in David Whitehead's CP.5014/1, designed by Barbara Payze; the settee (foreground) is covered in 'Queen of Spain' designed by Michael Taylor for Hull Traders, and in the background a small dining room is curtained with Marshall Fabrics 'Butterfly', designed by Margaret Bonito. The 'Tumbel Twist' rug is by Shelley Textiles.

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Measures to increase exports announced by the President of the Board of Trade

The statement on the economic situation of October 26, 1964 (see *Board of Trade Journal*, October 30, 1964, p. 936) said that the Government would examine methods of assisting exporters, that export credit facilities would be improved, and that a Commonwealth Exports Council would be set up. The Prime Minister had intended to make a statement in the House of Commons about certain decisions which have now been taken to provide further support for United Kingdom exporters. Since, however, Parliamentary business was virtually suspended last week, the Prime Minister decided that the President of the Board of Trade should announce the new measures rather than delay an announcement until Parliament resumes normal business.

The object of the measures announced at the Board of Trade headquarters by Mr. Douglas Jay, President of the Board of Trade, on January 27 was to help firms which are already exporting to do more and to encourage firms, which do not at present export but which have the potential for doing so, to make a contribution. Exports by British industry are at present running at a rate of over £4,300 million a year, a proportion of our domestic product which is half as great again as it was before 1939. This impressive achievement is proof of the great efforts already being made by many sections of industry. Although it is based predominantly on the efforts of a relatively small number of large firms there are also small and medium firms whose export performance is of a high order. There is, however, a need for a greater general effort if we are to achieve the growth in exports which is essential for an improvement in the economic situation.

HE the British Ambassador to Sweden, Sir Moore Crosthwaite (left) visiting the Mullard Overseas Ltd. stand at the Radio and Electrical Components Manufacturers' Federation Exhibition which took place in Stockholm last October. The Ambassador is with Director Borje Jonson of the company.

Commonwealth Exports Council

The Commonwealth Exports Council has now been formed. The chairman is Sir William McFadzean, who is also chairman of the British National Export Council, and the co-ordination of the activities of the two Councils will also be ensured by a large measure of common membership.

In addition to the Committee for Exports to Canada which is already in operation under the chairmanship of Mr. P. C. Allen, a deputy chairman of ICI, five new Committees are being formed to cover all the other countries of the Commonwealth. (Cyprus and Malta are in the area already covered by the Export Council for Europe.) The chairmen of these new Committees have now been appointed. They are:

For Australia, Mr. C. R. Wheeler, CBE, chairman, Associated Electrical Industries Ltd.

For New Zealand, Mr. Alexander Ross, chairman, United Dominions Trust Ltd.

For Commonwealth countries in Africa, Mr. A. H. Smith, director, Unilever Ltd.

For Commonwealth countries in Asia, Sir Edward Thompson, chairman, John Thompson Ltd.

For Commonwealth countries in the Caribbean, Mr. J. R. M. Rocke, vice-chairman, Booker Bros., McConnell & Co. Ltd.

'I am most grateful to them for their agreement to serve and to Sir William McFadzean for taking on this extra responsibility,' Mr. Jay said.

The British National Export Council

The British National Export Council is urgently examining both short term and long term measures for increasing exports. The Council believes that it is primarily to established exporting companies that we must look for an immediate improvement, and the chairman of the Council has written to the chairmen or managing directors of over 150 companies asking them to consider exporting an even larger proportion of their output. The response has been most encouraging and it is hoped that this initiative will contribute to a substantial increase in exports in 1965. Many of the companies concerned have proposed various measures to stimulate exports. These proposals are being analysed and studied by the Council.

While many small and medium sized firms are actively engaged in exporting, there are also many which do not export at all. To some extent the problem of mobilizing their resources is one of organization and the Government believe that a much greater contribution could be made if the right organization existed to deal with their special problems. The Government proposes to try to meet this need initially in three ways:

(a) The chairman of the British National Export Council, in the letter already referred to, asked major exporters with established export organizations to consider taking on the selling of products of smaller companies that are complementary to but not competitive with their own. Many of them have expressed willingness to co-operate in this way, and arrangements are now being made

through the British National Export Council and in consultation with the Board of Trade regional organization to encourage suitable companies to take advantage of their offer.

(b) Several export clubs or groups centred on local Chambers of Commerce already exist in various parts of the country and are doing useful work. The British National Export Council will encourage and develop this type of activity in co-operation with the Board of Trade's regional offices.

(c) The British National Export Council and the Board of Trade are studying with commerce and industry the feasibility of establishing a marketing organization for the purpose of promoting the export of products of companies which either do not at present export at all or which export only to a limited extent. It is envisaged that in the early stages the organization will deal with a selected range of products and with certain selected markets which offer the greatest scope for this form of co-operative enterprise. If the organization proves successful the coverage of markets and products will be progressively extended.

Government Services to Exporters

The official commercial services available to British exporters both at home and overseas are as comprehensive as any in the world. Although these services are used extensively by a very large number of firms and are highly valued, there is evidence that their nature and scope are not as widely known as they might be, and there are many more firms in industry which could make profitable use of them. In consultation with the Central Office of Information, the Board of Trade are preparing a major publicity campaign to start early in the spring. It is hoped that the campaign will result both in a greater general awareness in the country of the vital need to increase exports and, more particularly, in a greater knowledge in industry of the official commercial services.

It is the Government's intention that the services should be continuously improved so as to lend the maximum assistance to British exporters. As a first step, the following two additions will be made to the present facilities.

(i) Trade Missions

In order to encourage British businessmen to be more active in the pursuit of business overseas and in bringing potential buyers to this country, the British National Export Council will introduce immediately a scheme to support both inward and outward trade missions. Specific proposals should be submitted to the Council for consideration. While missions consisting of small groups representing particular sectors of industry are considered to be the most useful, no sound proposal for a mission with a genuine collective purpose calculated to increase exports will be ruled out. For approved projects the Government will pay up to one half of the basic costs of travel and accommodation. The Government hope that, through Trade Associations and Chambers of Commerce, industry will take full advantage of this scheme and find it valuable.

(ii) Collective market research

The British National Export Council will also introduce a scheme to encourage a more extensive use by industry of market research. Proposals for market research projects on behalf of particular sectors of industry should be submitted to the Council by Trade Associations or Chambers of Commerce. The Council will wish to satisfy itself that particular projects are reasonable and necessary and that the information required cannot readily be obtained through Government services. Where a research project is approved, the Government will be prepared to contribute up to 50 per cent of the cost.

Overseas Exhibitions and Fairs

The Government propose substantially to increase expenditure from public funds in support of industrial participation in overseas trade fairs, British Weeks and store promotions in 1965/6. Arrangements are in hand for large-scale British Weeks in Amsterdam and Milan, and the Government have undertaken to support major all-British fairs at Tokyo, Oslo and Moscow. The bulk of the increased expenditure will be devoted to joint ventures with industry at specialized trade fairs, which are generally agreed to be a particularly useful form of export promotion. In all the Government will be concerned during the next 12 months with at least 100 trade promotion events overseas.

Mr. Martin Moss (right), member of the Council of the Council of Industrial Design and member of the Export Council for Europe, looking at photographs of the Stichting Centrum Voor Industriele Vormgeving, Amsterdam, where the CoID's 'London Design Centre' exhibition will be shown during the British Week in May. With Mr. Moss is Mr. James Noel White, deputy director of the CoID. The exhibition will show some 350 well-designed British consumer goods.

The Government will also contribute to the cost of the permanent exhibition centre which is to be set up by the British American Chamber of Commerce in New York. Experience of the centre in New York will enable us to assess the value of permanent exhibitions of this kind as a means of promoting exports.

Overseas Commercial Services

The President has discussed with the Foreign Secretary and the Commonwealth Secretary the measures to be taken to deal with the increased demands which will be made on the overseas service, if, as the Government hope, industry makes good use of these new facilities.

The main ways in which the Diplomatic Service can help British exporters are by advising them on local markets for their products, helping them to find agents, reporting home export opportunities of interest to British firms, assisting British businessmen with advice and introductions and helping to publicize British goods. Economic and commercial work of this kind is recognized as a first charge on the resources of the Diplomatic Service. A special message has been sent to the Heads of all overseas posts in the Service, emphasizing the importance of commercial work and advising them to be prepared for additional calls to be made on them by British businessmen as a result of the present export drive. They have been asked to take all necessary steps, including where necessary the recruitment of additional local staff, to ensure that such calls are promptly and effectively answered.

Export Finance

The Government have also been examining problems of export finance. As an immediate measure, they have decided that the

Export Credits Guarantee Department's direct banks guarantees should be made available on a broader basis. These guarantees serve to bring forward, after delivery of the goods, supplementary finance additional to the Exporter's normal overdraft facilities. At present they are available for export contracts in respect of United Kingdom capital goods worth not less than £100,000 involving three years credit or longer. In future any contract for manufactures of all kinds, for not less than £50,000, for which three years credit or longer is approved by ECGD, will be eligible for the facility. The Clearing Banks are similarly extending their arrangements under which the finance advanced under these guarantees may be provided at a fixed rate of 5½ per cent.

Further, the Bank of England are announcing new arrangements for the provision of finance for export credits given to overseas buyers under financial guarantees. At present the shorter part of these credits is provided by the banks at a fixed interest rate of 5½ per cent, and the longer-term part at 6½ per cent by insurance companies and some other City institutions. The Bank of England is now to extend the refinancing facility introduced in February 1961, so as to enable the banks to lend at a fixed interest rate of 5½ per cent, for the whole period of these loans. This will apply to future contracts only. The Government welcomes this development of our financial machinery, and hopes that it will assist exporters in the important sphere of large capital projects and ocean-going ships, where the cost of credit is particularly important.

Taken together, these two changes will substantially widen the field within which exporters can get finance at the fixed rate of 5½ per cent instead of either at fluctuating overdraft rates or at the 6½ per cent rate hitherto applied to the longer-term element of export lending, and constitute a major development in our system of export finance. They are being introduced forthwith. There will be continued study of possible further improvements.

Mr. Jay said 'I would like to take this opportunity of expressing the Government's appreciation of the efforts made, not only by the banks but by the insurance companies and others to meet our exporters' needs over the past few years.'

Government Departments

The Board of Trade and other Government Departments will be arranging in the course of the next few weeks meetings with the sections of industry for which they are the sponsoring authorities. Their purpose will be to ensure that full use is made of the new facilities, to explore all practicable methods by which exports may be increased, including the establishment of export groups where these do not now exist, and to discuss ways and means of financing export promotion measures.

The Department of Economic Affairs and, where they have been established, Economic Development Committees, will be closely associated with these consultations with industry. The terms of reference of the Economic Development Committees include as an important task the preparation of proposals for improving the ability of these industries to compete with imports more effectively at home as well as to promote and expand their exports. The Committees will also investigate the proportion of their industry's output which is now exported, whether this can be increased and whether the burden is carried by too few firms. In setting up new Economic Development Committees in addition to those being formed or in course of formation the Government will give first priority to the needs of exporters.

Export Rebate

Details of the export rebate scheme were published last week by the Treasury and exporters will be considering the submission of claims in accordance with the instructions which have been issued by HM Customs and Excise. It is estimated that about £80 million representing the amounts of certain indirect taxes will be repaid in a full year and the Government are confident that the relief from this substantial burden will act as a real stimulus to industry, especially by encouraging the devotion of greater resources to export ventures and export promotion.

The President hoped that the measures which he announced would help exporters and contribute to a sustained increase in exports. The study of measures to stimulate exports will, however, be a continuing process and in consultation with the British National Export Council and other organizations concerned the Government will continue to consider ways and means of increasing exports.

Export finance

THE Bank of England announced on January 27 that agreement has been reached between the Bank of England and the London Clearing and Scottish Banks for widening the scope of present arrangements under which finance is made available by the banks for major export contracts at a fixed rate of interest at 5½ per cent. Up to now the availability of funds at this rate has broadly been limited to credits of up to five years covered by direct bank guarantees or financial guarantees; the longer term parts of credits under financial guarantees have largely been provided by a number of insurance companies through the Insurance Export Finance Co. Ltd. at a fixed rate of 6½ per cent.

As a means of reducing as far as possible the cost of extended credit for exports, the Clearing and Scottish Banks have in the national interest agreed in future to provide funds under both types of guarantee at 5½ per cent whatever the length of the lending. To make it possible for the banks to do this the Bank of England have extended the refinancing facilities available to the banks under the existing arrangements so as to enable the banks, should their commitments become too heavy, to lighten the burden of their export lending after a period of time.

At the same time the Export Credits Guarantee Department are proposing to widen somewhat the availability of their bank guarantees. The banks will continue to lend at the fixed rate of 5½ per cent under such guarantees and in consequence the availability of the fixed rate finance will be increased by this move also.

Where other banks are prepared to provide medium term finance for exports on the same fixed rate basis as the Clearing and Scottish Banks, the Bank of England will be ready to discuss the extension to them of similar refinancing facilities.

Notes:

1. Under the present arrangements the Bank of England stand ready to refinance, at the rate of interest applicable to the original lending, either 30 per cent of a bank's outstanding lending under

British drums welcomed Her Majesty the Queen and HRH The Duke of Edinburgh when they visited Asmara during the royal trip to Ethiopia. The drums were made by John E. Dallas and Sons Ltd., of Clifton Street, London, E.C.2, and supplied, with numerous other musical instruments, to the band of the 2nd Infantry Division of the Ethiopian Army. The instruments are here being packed before their despatch.

an export contract falling within the scope of the scheme or, if that should be greater, the sum of the repayment instalments of the lending which mature within 18 months. A bank may regard amounts refinanceable under these arrangements as liquid assets for the purpose of meeting their minimum liquidity ratio.

2. Under the new arrangements the Clearing and Scottish Banks will in addition have the right to refinance with the Bank of England, again at the rate applicable to the original lending, any part of an eligible export lending which has been outstanding on the books of the bank concerned for five years or more. Amounts refinanceable under this facility will not rank as liquid assets in the hands of the banks. It is understood that recourse will not be had to this refinancing facility by the banks simply to obtain an interest advantage.

Contribution to a sustained increase

ASKED in the House of Commons on February 1, what further measures the Government would take to boost the export drive, Mr. Douglas Jay gave the list of measures he had announced on January 27. He said he hoped they would help exporters and contribute to a sustained increase in exports. 'The study of measures to stimulate exports will, however, be a continuing process,' he added. 'In consultation with the British National Export Council and other organizations concerned the Government will continue to foster ways and means of increasing exports.'

Hopes of import charges reduction

AN EXPECTED reduction of the import charges was referred to by Mr. James Callaghan, Chancellor of the Exchequer, in his address to the Overseas Bankers' Club in London on February 1.

'The import charges were never destined to be permanent,' he said. 'No-one need have any doubt about our intention to reduce them as soon as it is safe for us to do so. I am glad to say that signs of improvement are already to hand. Production is beginning to move up and one reason for this increase is a rise in exports. The time is not far distant when we shall be able to reduce the charges without endangering our economic position.'

Mr. Callaghan said they very much hoped that exporters would take full advantage of the new export facilities announced by the President on January 27. Manufacturers were now coming to appreciate more than they did originally how useful the recently announced export rebate scheme could be to them (see *Board of Trade Journal*, January 29, page 200 for details).

Export Minister to visit South-west

MR. E. C. REDHEAD, Minister of State (Overseas), Board of Trade, will visit the South-western Region on February 8 and 9. The Minister, who has special responsibility under the President of the Board of Trade for exports, is carrying out a programme of visits to the regions to make personal contact with those engaged in the export effort.

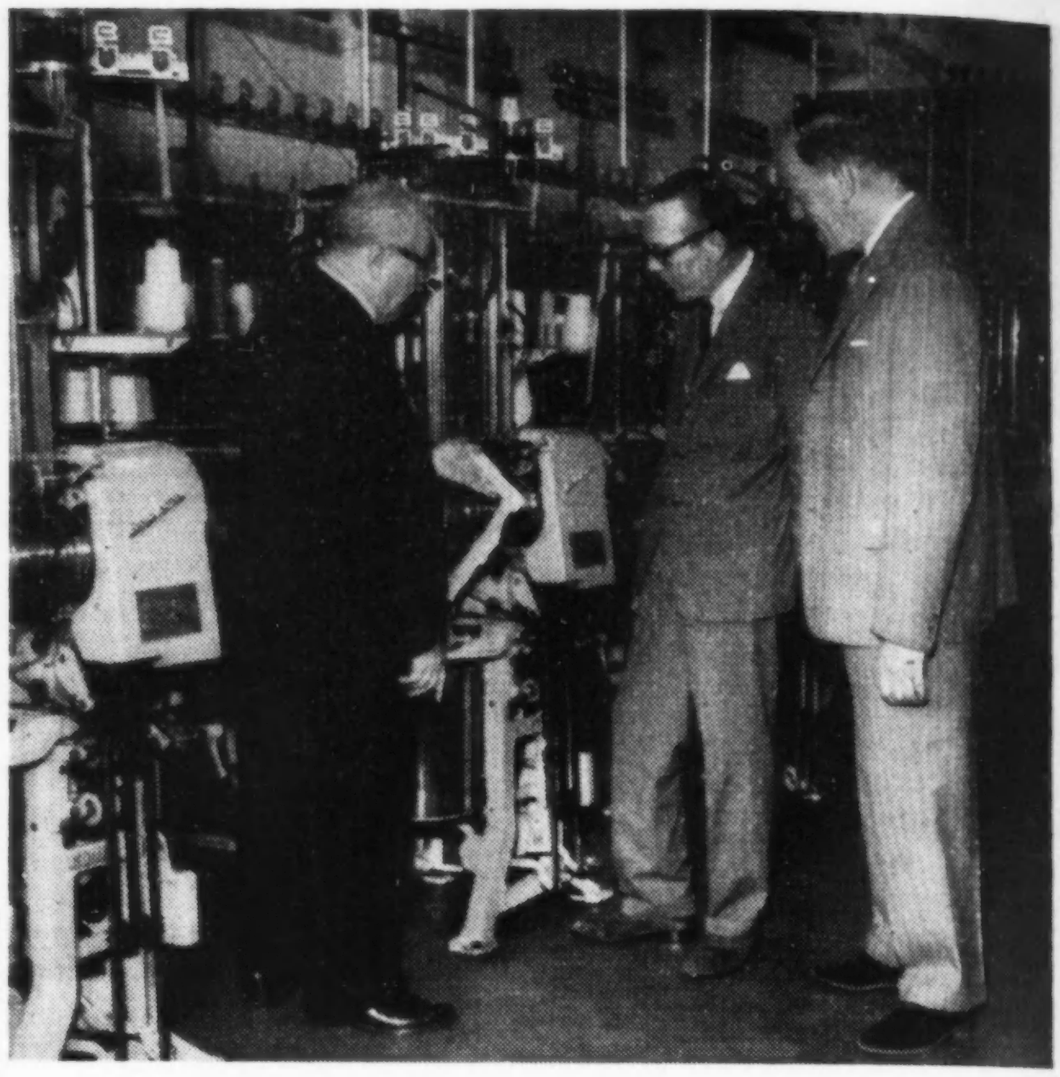
He will visit a number of firms who are making substantial contributions to exports, including manufacturers of sound reproduction equipment, paper converting machinery, diesel engines, office equipment, and pianos; and will meet the export staff of the Board of Trade Regional Office in Bristol.

He will also attend a meeting of the Bristol and West Exporters' Club to discuss exports. Following the meeting he will attend a reception given by the Board's Regional Controller, Mr. M. Weber, where he will meet many of those in the South-west who are concerned with exports.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 4 of January 1 issue.



Mr. J. H. Wardle-Smith, HM Minister (Commercial), Rio de Janeiro (centre) with Senhor Walter Werner Hack (left), managing director of Industrias Reunidas Titan S.A. in Sao Paulo and Mr. F. B. Aikin-Sneath, HM Consul-General in Sao Paulo. They are looking at machinery made by Bentleys Ltd.

Anglo-Soviet trade has a 'great and promising future'

—Mr. Douglas Jay

SPEAKING ON ANGLO-RUSSIAN trade for the first time since taking office Mr. Douglas Jay, President of the Board of Trade, told the London Chamber of Commerce, Russian Section, on January 28, that despite the great expansion of trade between 1959 and 1963 the imbalance of trade between Britain and Russia was disappointing.

He went on to say: 'In 1963 there was an improvement, when exports of British goods at £55 million were 60 per cent by value of our imports from Russia. That was better, but Britain still felt it could not accept a position in which she alone of Russia's Western trading partners ran a continuing major trade deficit. Accordingly my predecessor, as you all know, secured an undertaking last April from the Soviet Minister of Foreign Trade that the Soviet authorities would continue to take the necessary measures to increase the scale of their purchases of United Kingdom goods so as to achieve a much closer balance in the trade between the two countries.'

The President said that, unhappily, as 1964 advanced it became clear that the balance was not getting better after all but was worsening. When he passed through Moscow in October, he accordingly raised the matter not only with the Soviet Deputy Minister of Foreign Trade but also with Mr. Kosygin, whom he was greatly honoured to meet on that occasion. 'They told me at once,' he said, 'that the Soviet Government were anxious to correct this situation, and that they were taking steps to increase the level of purchases from the United Kingdom. I am grateful to them for that assurance. The Soviet authorities took the opportunity to raise with me some complaints about the performance of British firms. They were, of course, perfectly entitled to mention such complaints. I was given details of some half dozen cases where it was alleged that British manufacturers had disappointed the Soviet authorities.'

On his return to Britain, the President said he had these complaints investigated in detail. He was now satisfied that those

actually made to him about the quality of the plants and British workmanship were unjustified. He added that he would be glad to examine any further complaints.

'Our Russian friends want to buy plants of the most modern design which incorporate the most advanced technology. They want the best even if that sometimes means buying processes that are comparatively untested. I am very glad that they come to Britain for the most modern plants because British industry is proud in the knowledge that it has much to offer and can readily supply plants which are fully competitive in price and delivery and among the best in the world in quality and performance.'

But, he continued, these plants consisted of elaborate machinery and much skill and experience was required to construct, manage and operate them. British manufacturers were ready to co-operate to the full with the Russian managers and technicians in the difficult task of constructing and operating such plants.

The complaints too that our prices were excessive were also unjustified in the cases he had examined.

The Soviet Government had given an assurance that their purchasing authorities would continue to take the necessary measures to increase the scale of their purchases of British goods for cash or on normal suppliers' credit. We all knew that the Soviet Union had an outstanding record of fulfilling its commercial obligations.

'I realise, of course, that the Soviet Union faced particular difficulties in its balance of payments last year when there were harvest difficulties which extended over a large part of the world. But the decline in Soviet purchases from the United Kingdom in 1964 was more than that experienced by some of Russia's other Western trading partners, and our deficit was far and away the largest. Exports of British goods were £38 million, or only 42 per cent of our imports of £90 million from the Soviet Union. In other words, our exports have fallen back to the level of 1960,' he said.

'But I am confident that the Soviet Government are taking steps to redress the balance. On our side this presents British exporters with a challenge and a considerable opportunity. I am sure that trade between the two countries – provided it maintains a reasonable balance – has a great and promising future.'

President praises £1·7m export order

AN EXPORT CONTRACT valued at £1.7 million for irrigation equipment and services gained by the Wright Rain Company, of Ringwood, Hants, was the subject of a message of congratulations from Mr. Douglas Jay, President of the Board of Trade, who said: 'This achievement is a notable example of what can be accomplished by enterprise and vigour in the field of exports.'

The order was announced in London on January 28 by Mr. C. S. Wright, chairman and managing director, who claimed the order as the largest one of its kind ever awarded to a British exporter. The contract covers 16,600 acres of sugar cane operated by Sena Sugar Estates in Mozambique. Over £1 million worth of equipment supplied from Britain will include two turbo charger diesels from English Electric.

New British interest in Afghanistan

THE FIRST few days of the New Year gave evidence of the increased interest in Afghanistan by British manufacturers. By the end of the first week of January seven British business visitors had arrived in Kabul representing manufacturers of products ranging from oil extraction plant and sugar machinery to whisky.

A luncheon, given by Mr. Peter Baldwin, President of Indamer Afghan Industries, Inc., the largest agency for British firms in Afghanistan, was attended by Mr. W. Walter and Mr. Jackson of the Crown Agents on behalf of Rose, Downs & Thompsons of Hull, and A. F. Craig of Glasgow. Mr. R. D. Robinson representing International Management and Engineering Group, Mr. G. H. Hastings, of John Dewar & Sons Ltd., Mr. Ray Harriman and Mr. John Herington of Massey-Ferguson, and Mr. Peter Higgins, representing a Liverpool cotton importer.

A number of other British businessmen have announced their intention to visit Kabul during the next two months and it is hoped that the new interest in Afghanistan will continue throughout the year.

'Lebanon and Gulf States rich in opportunities' – Lord Inchape

'These Arab lands are rich in opportunities and richer in prospects for the British exporter' was the comment in London on January 28 of Lord Inchape, chairman of the Council for Middle East Trade (COMET). He was speaking on the occasion of the publication of two reports of a trade mission which he led in November to Lebanon, Kuwait, Bahrain, the Gulf States (Qatar, Abu Dhabi, Dubai and Sharjah) and Muscat and Oman.

'These markets, which represented a combined export market somewhere in the region of £300 million in 1964, have grown enormously, are still growing and will continue to grow. The climate for British enterprise could hardly be more favourable – and yet Britain's share of the market has dropped in recent years. As these territories develop and diversify their economies, still fiercer competition is bound to come, and British firms must be preparing now to meet this inevitable situation.'

Recommendations made by the reports were that British representatives, who should have power to make decisions on the spot, should make frequent enough and long enough visits to the area; that main agents should be nationals of each country (this is already required by law in some states); that more attention should be paid in design to local tastes; that sales literature and working instructions should be well translated into Arabic, and that British industry should consider the desirability of providing technical training facilities for the nationals of the Gulf States. Future trading conditions may also make it desirable for British manufacturers to consider joint ventures with local capital. 'However, even where criticism was sharpest,' Lord Inchape concluded, 'there was general recognition of the quality of British goods and services. They must, though, be available at the right time and, within reason, at the right price.'

The reports, price 7s. 6d. each, may be obtained from The Council for Middle East Trade, 33 Bury Street, London, S.W.1.

In the reports Lebanon is frankly described as a difficult market in the sense that competition is very keen. The United States heads the list of suppliers over the last five years with £80 million of sales. France (£63 million), (Britain £61 million), West Germany (£60 million), and Italy (£48 million) come next. As these figures show, the market is wide open with little special advantage for anybody, and real effort is required to keep or improve our place in the race. But the vital fact is that the market, whose value has been rising steadily for nearly 20 years, is still growing, and total imports in 1964 may have been as high as £140 million.

Lebanon, moreover, is important as a 'shop-window' for sales to other Arab countries. But the report warns 'firms which are efficient can expect to achieve success in the field of exports. Other firms which lag in their adoption of modern techniques will encounter serious difficulties'. And competition is likely to become even fiercer.

The States of the Gulf and the Sultanate of Muscat and Oman offer another expanding market. Kuwait, the largest market of all, imported about £115 million worth last year, and her oil income of nearly £200 million should increase steadily. And in Abu Dhabi, the newest of the oil states, and Muscat and Oman, where oil export should begin in 1967, the whole process of development and modernization is yet to come. The possibilities here are very great.

One particular point worth investigation by plant and machinery manufacturers is the determination, common to all developing countries, that light industries must be developed. In particular Lebanon, Kuwait, Bahrain and Qatar are all in the market for foreign assistance, know-how and participation in new industry. This could be one way of preserving a share in certain markets which might otherwise be lost.

Integration of ABCM and ACAE

PROPOSALS for the integration of the Association of British Chemical Manufacturers and the Association of Chemical and Allied Employers have been approved, in principle, by meetings of members of the two associations. An Integration Committee has been set up to bring them into effect. Mr. J. C. H. McEntee, who has been associated with Imperial Chemical Industries Ltd. for 35 years, has been appointed Director-General Designate. He took up duty on February 1.

BNEC welcome new Government measures

THE BRITISH National Export Council announce that they support the measures announced by Mr. Douglas Jay, President of the Board of Trade, and are confident that they will assist industry to increase exports.

The creation of the new area committees and the appointment of the chairmen will enable the Council to get to grips with the task of increasing exports to the Commonwealth. The five new committee chairmen have been appointed members of the British National Export Council as well as of the Commonwealth Export Council.

The BNEC have been particularly glad to accept the role assigned to them in connection with missions and market research. Invitations have been sent to Trade Associations, Chambers of Commerce and other bodies to a meeting on February 15 to discuss the implementation of these schemes.

BNEC deputy chairman appointed

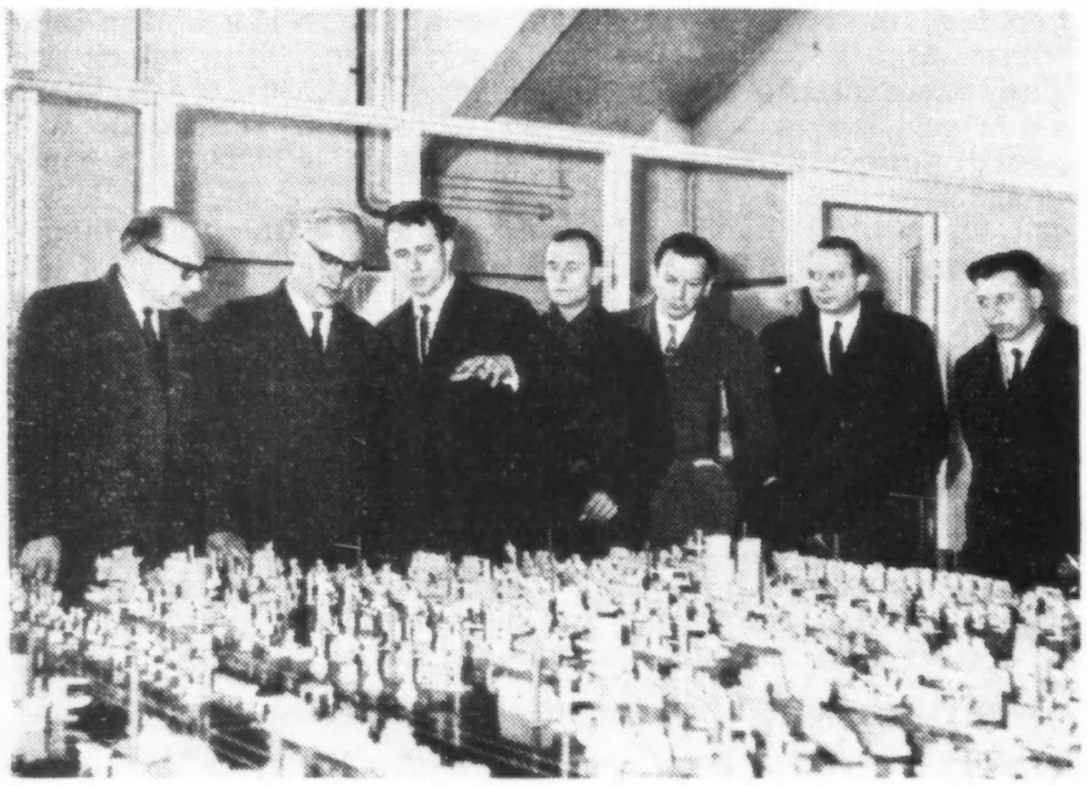
THE following additional appointments to the British National Export Council have been announced: deputy-chairmen of the Council – Lord Netherthorpe (chairman, Fisons Ltd.) and Sir Leslie Rowan (managing director, Vickers Ltd.).

Mr. H. F. R. Catherwood (general industrial adviser, Department of Economic Affairs) – a member of the Council.

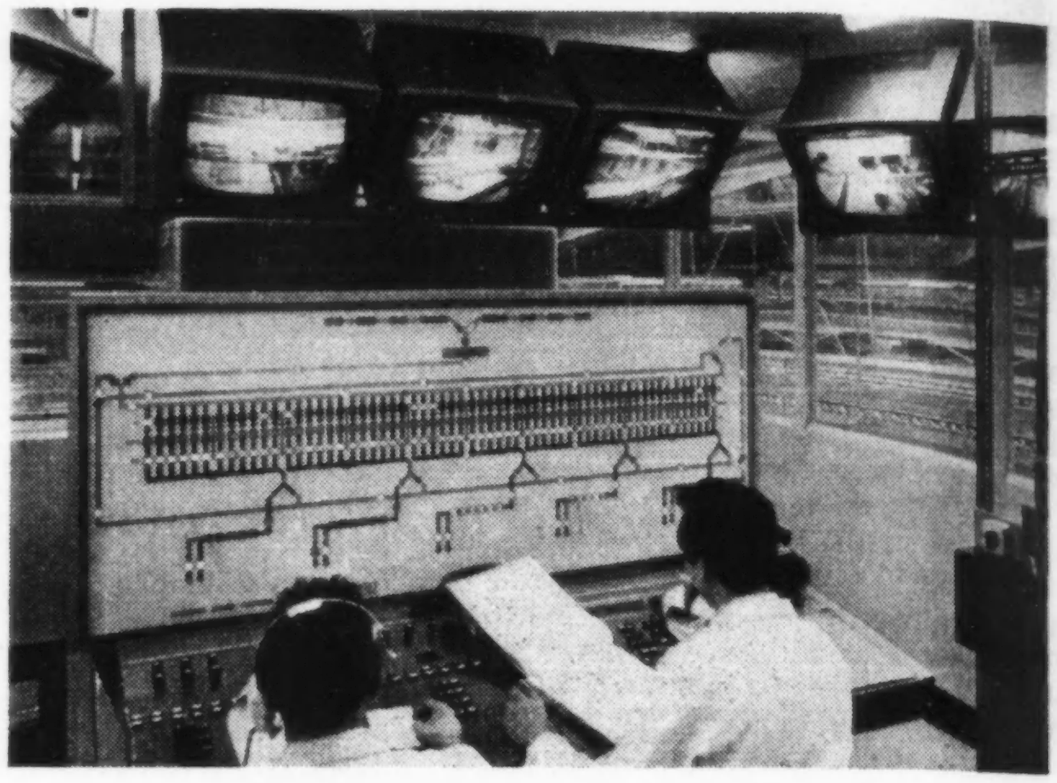
British Railways to aid exports

BRITISH RAILWAYS are to start a new drive to encourage greater use of their 'Export Express' rail services to the ports. They are launching this campaign as a contribution to the national export effort and to help relieve congestion at the docks. During the coming weeks sales managers throughout the country will intensify their efforts to attract freight to the extensive network of overnight export expresses which serve London, Liverpool and other main ports.

It is hoped by this drive to bring to the attention of exporters the special facilities which British Railways have to offer. At the same time manufacturers will be encouraged to make greater use of British Railways' shipping links with the Continent and the Republic of Ireland.



Inspecting a three-dimensional plan of extensions to a machine shop are four senior members of the Bulgarian Government, who recently toured the Lancashire factories of Leyland Motors Ltd. (left to right) Mr. A. Hosker, works director of Leyland Motors Ltd.; Mr. Apostol Pashev, President of the Bulgarian State Planning Committee; Mr. B. B. Low, of the Foreign Office; Mr. Kiril Zarav, Deputy President of the Committee; Mr. D. Joulev, Second Secretary at the Bulgarian Embassy in London; Mr. L. J. Portman, export sales manager of Leyland Motors Ltd.; Mr. Atanas Tsanev, head of a department in the Committee.



The Manufacturers Equipment Co. Ltd., of Hull, who are large exporters of conveyor equipment under the name Rapistan have recently completed a vast conveyor installation in the British Shoe Corporation Warehouse near Leicester which has a total storage space of over 500,000 sq. ft. and a total of 9 miles of conveyors giving an overall handling rate of 40 cartons a minute. The outwards control room with its seven television monitors is shown above.

New PLA billing system for dock charges for exports

TO SIMPLIFY and speed-up the rendering of bills and at the same time to reduce queries by enabling merchants more readily to identify the goods, the Port of London Authority announced on January 25 a more modern system for billing merchants with dock charges on goods for export.

The Shipping Notes accompanying the goods to the docks are endorsed with the Authority's charges to the merchants, and returned together with a summary bill showing the total charges on all the Shipping Notes for a particular shipment. The Authority retain micro-film copies of all Shipping Notes for reference.

Time and trouble is saved in merchants' offices and the Authority's clerical work is reduced. The full operation is expected to save the Authority over 30 clerical posts and result in annual savings of £18,000. The scheme is one produced by the O and M team set up under the Authority's chief accountant, John Lunch, recently to examine progressively all aspects of clerical work.

The reduction of staff will be contained within natural wastage, and there will be no redundancy; the representatives of the staff have been consulted. A large number of letters have been received from merchants welcoming this new scheme. The new system has started at the India and Millwall Docks and will come into operation at the other dock groups, in turn, during the next six months.

The Export Rebates (Ships and Aircraft) Order 1965

HM TREASURY have made the Export Rebates (Ships and Aircraft) Order 1965, which lays down special conditions which must be satisfied before export rebate is payable under Section 7 of the Finance (No. 2) Act 1964 on ships and aircraft.

The Order came into operation on January 30 and has been published as Statutory Instruments 1965 No. 93.

Copies may be obtained from HM Stationery Office (price 3d.). Any inquiries should be made to Customs and Excise, King's Beam House, Mark Lane, E.C.3. (Tel. Mansion House 1515.)

A press statement issued by HM Customs and Excise states that the effect of the Order is, broadly, to put ships and aircraft in the same position as other goods in relation to export rebates: but as they are means of international transport as well as being in some cases exported as goods, it has been necessary to impose certain conditions. These relate mainly to the principal place of business

of the purchaser or hirer; absence of business association between the claimant for rebate and the purchaser or hirer; and, in the case of aircraft, compliance with certain registration and export licensing requirements.

The Import Duty Drawbacks (No. 1) Order, 1965

THE TREASURY have made the Import Duty Drawbacks (No. 1) Order, 1965. This Order provides for the allowance of drawback of import duty on the exportation of certain imported polyoxymethylenes.

The order came into operation on February 3, and has been published as Statutory Instruments, 1965, No. 95. Copies are obtainable direct from HM Stationery Office.

The Import Duties (General) (No. 1) Order, 1965

THE TREASURY have made the Import Duties (General) (No. 1) Order, 1965, (S.I. 1965/94). This order provides for the removal of the import duty (full, Commonwealth preference and EFTA rates) on reversal original film of a width of 16 millimetres.

This Order came into operation on February 3. Copies of the Order are obtainable direct from HM Stationery Office.

Imports of cotton goods from dependent territories

ON MAY 1, 1964, The Board of Trade issued a Notice to Importers, No. 1070, which listed the countries from which cotton goods could be imported into the United Kingdom without licensing restrictions, including United Kingdom dependent territories.

In Notice to Importers No. 1096, dated January 30, 1965, the Board of Trade reminded importers that as any of these territories achieve independence, licences become necessary with respect to all imports from them of cotton goods other than carpets, mats, rugs and shawls. The following countries have changed their status since Notice No. 1070 was issued, and imports from them now require individual licences:

Malta.
Malawi (formerly Nyasaland).
Zambia (formerly Northern Rhodesia).

The undernoted list embraces all dependent territories from which cotton goods may continue to be imported without individual licences:

Aden and the Protectorate of South Arabia (together with Kamaran Island)
Antigua
Bahamas
Barbados
Basutoland
Bechuanaland
Bermuda
British Antarctic Territory
British Guiana
British Honduras
British Solomon Islands
British Virgin Islands
Brunei
Cayman Islands
Central and Southern Line Islands
Dominica
Falkland Islands (with dependencies of South Georgia and South Sandwich)
Fiji (together with the Pitcairn Islands Group)
Gambia
Gibraltar
Gilbert and Ellice Islands (including Phoenix and Northern Line Islands)
Grenada
Mauritius
Montserrat
New Hebrides
Rhodesia
Seychelles
St. Christopher-Nevis-Anguilla
St. Helena (with dependencies, of which the principal are Ascension Island and Tristan da Cunha)
St. Lucia
St. Vincent
Swaziland
Tonga
Turks and Caicos Islands

Official Receiver in Bankruptcy—Reading

WITH EFFECT FROM February 18, the address and telephone number of the Official Receiver in Bankruptcy in Reading will be: Prospect House, 44/52 Oxford Road, Reading, Berkshire. (Tel. Reading 56459).

Amendments to the consolidated list of goods subject to embargo for Soviet Bloc and China

THE FOLLOWING amendments should be incorporated in the complete list which was published in the *Board of Trade Journal* on June 12, 1964.

Add to Group F:

1356. Machinery for the working of synthetic film used as a dielectric (condenser tissue) or as magnetic recording tape, as follows:

(a) Stenters (tenters) specially designed for stretching film of the kind used for recording media subject to embargo under Item 1572(c);
(b) Stenters (tenters) specially designed for stretching film of the kind used in the dielectric (condenser tissue) subject to embargo under Item 1920;
(c) Vacuum metallising machinery specially designed for the continuous coating with metallised sheathing of polyester dielectric film for condensers; and specially designed parts therefor;
(d) Equipment specially designed for the continuous coating of polyester base magnetic tape intended for the equipment subject to embargo under Item 1572(c).

In Group H delete 1517(a)(2)(ii) and substitute:

1517. (a)(2)(ii). Frequency-modulated and amplitude-modulated ground communications equipment required for use in the land mobile service and operating in the 420 to 470 megacycles per second band, with a power output of not more than 25 watts for mobile units and 100 watts for fixed units.

In Group K delete 1757 and substitute:

1757. Compounds and metallic materials, as follows:

(a) Silicon of a purity of 99·99 per cent or more, and all monocrystalline silicon;
(b) Monocrystalline gallium compounds in any form;
(c) Monocrystalline indium compounds in any form.

Note: Sub-items (b) and (c) above do not include electronic grades of monocrystalline materials, containing less than 1 per cent of either gallium or indium.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 19, 1965.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.02	1-Chloro-octane . .	Octyl chloride . .	December 31, 1965	459
29.14	*cis* - 3:3 - (2:2 - Dimethyltrimethylenedioxy)- 6 β-methyl - 5α - pregn - 17 (20) - ene5:11 β:21 - triol 21-acetate.	3, 3 (2, 2-Dimethyltrimethylenedioxy) - 5a, 11 β, 21-trihydr oxy -6 β-methyl - 17 (20) - [cis] - pregnene-21-acetate.	December 31, 1965	6636
29.23	*N* - (4 - Acetoxythymyloxyethyl) dimethylammonium chloride (—CH_3 = 5).	4-Acetoxy thymoxyethyl dimethylamine hydrochloride.	December 31, 1965	6659

Imports of butter

THE BOARD OF TRADE announce that, after considering estimates by supplying countries of the availability of butter and the extent of expected shortfalls in the delivery of supplies of butter already authorized, they have decided to authorize imports of the following quantities of butter from the countries mentioned, over and above imports against basic quotas.

	Tons
Austria	300
Rumania	200
Uruguay	200

Note: Quotas for the year ending March 31, 1965, were announced on February 28, 1964, and total 420,000 tons. It was stated at the time that additional supplies which might amount to 20,000 tons in the first half of the quota year were also required. About 23,000 tons of butter additional to quota supplies were imported from quota holders up to the end of December. Approximately 23,000 tons were also licensed for delivery from North America between July and November.

The basic allocations for imports from the countries now authorized to supply supplementary quotas up to March 31, 1965 are:

	Tons
Austria	1,830
Rumania	325
Uruguay	215

Importation of raw vegetables

SOME of the plant health regulations governing the importation into England and Wales of certain raw vegetables from parts of Belgium, France, Italy and the Netherlands will again be relaxed during specified periods in 1965. The main vegetables affected are carrots, cauliflowers, lettuce and globe artichokes.

This is the effect of an Order made by the Minister of Agriculture, Fisheries and Food which was laid before Parliament on January 29 to come into operation on March 1.

The importation of potatoes is governed by separate regulations which are not affected by the new Order.

Note:

The new Order, the Importation of Raw Vegetables Order, 1965 (S.I. 1965 No. 92) has been made under the Destructive Insects and Pests Acts 1877 and 1927 and modifies some of the conditions of entry laid down in the Importation of Plants Order, 1955, as safeguards against the introduction of Colorado Beetle. Copies may be obtained from HM Stationery Office or through booksellers, price 6d., by post 9d. Further details of the Order may be obtained from Plant Health Branch, 3 Whitehall Place, London, S.W.1.

Final meeting of NPACI

THE NATIONAL Production Advisory Council on Industry met for the last time on January 29. It was the council's 84th meeting. Mr. George Brown, First Secretary of State and Secretary of State for Economic Affairs, who presided reviewed the work of the council over some twenty years and went on to outline the new regional planning machinery now being set up, as announced in the House of Commons on December 10. Sir Norman Kipping, a founder of the council, Mr. Ernest Jones, on behalf of the Regional Board chairman, Mr. Lewis Wright on behalf of the TUC representatives, and others also spoke.

Note:

The NPACI was set up in October 1945 in succession to the wartime National Production Advisory Council. Its terms of reference were: 'To advise Ministers upon industrial conditions and general production questions (excluding matters which are normally handled by the joint organizations of the trade unions and employers in connection with wages and conditions of employment) and on such subjects as may arise from the proceedings of the Regional Boards of Industry. The council has in fact been the apex of the system of Regional Boards for Industry and has constituted a forum for the two-way dissemination of views between government and both sides of industry.

Weatherill loading shovels bound for Rotterdam, and thence to contractors in Germany and Austria. F. E. Weatherill Ltd., Welwyn Garden City, have now formed a German subsidiary company with offices in Munich. Weatherills have had a record 1964, *exporting more than* 32 *per cent of their total production.*

From the end of 1947 until the Department of Economic Affairs was set up, the Chancellor of the Exchequer acted as chairman of the council, while other Ministers attended when subjects within their province were under discussion. Otherwise, the membership comprised the eleven chairmen of the Regional Boards for Industry; nine members representing employers and nine members representing the trade unions; and two members from the nationalized industries (one representing transport and the other the fuel and power industries). One employer and one trade union representative from Northern Ireland attended as observers.

When Mr. Brown announced in the House of Commons on December 10, 1964 that Regional Economic Planning Councils were to be established, he said these councils would in due course take over the work of the Regional Boards for Industry. In the light of that decision, the Government reviewed the future of the NPACI, the national counterpart of the Regional Boards for Industry, and after consultation with the Trades Union Congress and the employers' representatives on the council, decided that the council should be wound up.

Cancellation of 'Licences of Right'

UNDER SECTION 36 of the Patents Act, 1949, notice is hereby given that application has been made for the cancellation of the endorsement 'Licences of Right' on the following Patent.

NUMBER	GRANTEES	SUBJECT-MATTER
690,557	Compagnie de Pont-a-Mousson	Pipe Joint.

Any person may give notice of opposition to the application by filing Patents Form No. 46 at the Patent Office, 25 Southampton Buildings, London, W.C.2, on or before March 3, 1965.

Patent Office

GORDON GRANT
Comptroller-General

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to the publishers at any of the following addresses: York House, Kingsway, London, W.C.2; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; 39 King St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 80 Chichester St., Belfast; or through any bookseller.

Telephone inquiries should be made to Waterloo 4944, Ext. 1195.

Industrial Estates Management Corporation for Scotland

MANUFACTURERS ALREADY CONCERNED with exporting, or contemplating an increased export drive, will find that Scotland can provide an ideal centre for production. Within 25 miles of any location in Central Scotland can be found the major ports of Glasgow, Leith and Grangemouth providing regular services to virtually all European countries, North and South America, Africa, Australia, India and numerous other places. Many companies are now extensively using air freight services to transport their products, and there are domestic airports at Glasgow and Edinburgh as well as the international airport at Prestwick to meet their requirements.

For those primarily interested in home markets there are good internal transport services. British Railways already operate a fast 'next-day' delivery freight service between Glasgow and London and this is now being extended to form the new liner-train network which will run between the Scottish cities and the principal industrial centres in England. Road improvements are going on throughout the country, particularly on trunk roads linking the manufacturing areas with the south.

Factories are available for expanding industry in many parts of Scotland – as can be seen from the list below. Advance factories, ranging from 2,500 square feet to 40,000 square feet in area, are being built in approximately twenty locations. These will have land for 100 per cent expansion.

The attention of manufacturers requiring early entry to new factory space is drawn to the large engineering factory at Hillington, Glasgow. This has a clear manufacturing area, excluding pillars, of 115,000 square feet with a height to the truss of 22 feet. There is one 5-ton and two 3-ton electric cranes. The factory is available for immediate occupation and the type of labour probably required by an interested industrialist should be readily found in adjacent Glasgow.

Should a smaller factory be required for early occupation, there is a unit of just over 5,000 square feet with yard space, now empty in Lanarkshire. This is located at Carfin, only a few miles from Glasgow and in the central industrial belt. It is well placed for easy access to the main Scottish centres from which the estate tenants can draw their labour forces.

All of the available factories, and those now under construction or being planned, are in Development Districts and tenants will profit from the benefits which normally accrue in such locations. Inquiries will be warmly welcomed by the Industrial Estates Management Corporation for Scotland and arrangements can be made to meet industrialists at Renfrew Airport or any station or hotel in Glasgow to take them by car to the estates or factories in which they may be interested.

The following modern steel framed single-storey factories, each equipped with central heating and essential services, are available on a rental basis for early occupation, or will be erected shortly on the undermentioned industrial estates:

Estate		Burgh or County	Area (Sq. Ft.)	Height to Underside of Truss	Glasgow City Centre (Miles)	
Hillington	(1)	Glasgow	131,855	22 ft.	5	Vacant 3 Cranes
	(2)		8,268	12 ft.	5	
	(3)		5,150	12 ft.	5	
Queenslie	(1)	Glasgow	5,202	12 ft.	4	
	(2)		26,680	14 ft.	4	To be built
	(3)		12,000	—	4	To be built
	(4)		2,500 (Four of)	—	4	To be built
Bellshill		Lanarkshire	40,000	—	10	To be built
Blantyre	(1)	Lanarkshire	5,050	12 ft.	10	
	(2)		12,000	—	10	To be built
Carfin	(1)	Lanarkshire	26,500	13 ft.	12	
	(2)		2,500	12 ft.	12	
	(3)		5,265	12 ft.	12	Vacant
Chapelhall		Lanarkshire	7,990	12 ft.	12	
Larkhall		Lanarkshire	6,719	12 ft.	17	
Vale of Leven	(1)	Dunbartonshire	17,500	12 ft.	16	To be built
	(2)		2,000	—	16	Short lease
Port Glasgow	(1)	Renfrewshire	10,605	12 ft.	17	
	(2)		12,000	—	17	To be built
Donibristle		Fife	27,241	12 ft.	43	To be built
Dundee	(1)	Dundee	27,500	14 ft.	83	To be built
	(2)		830	—	83	Short lease
Peterhead		Aberdeenshire	18,804	14 ft.	174	

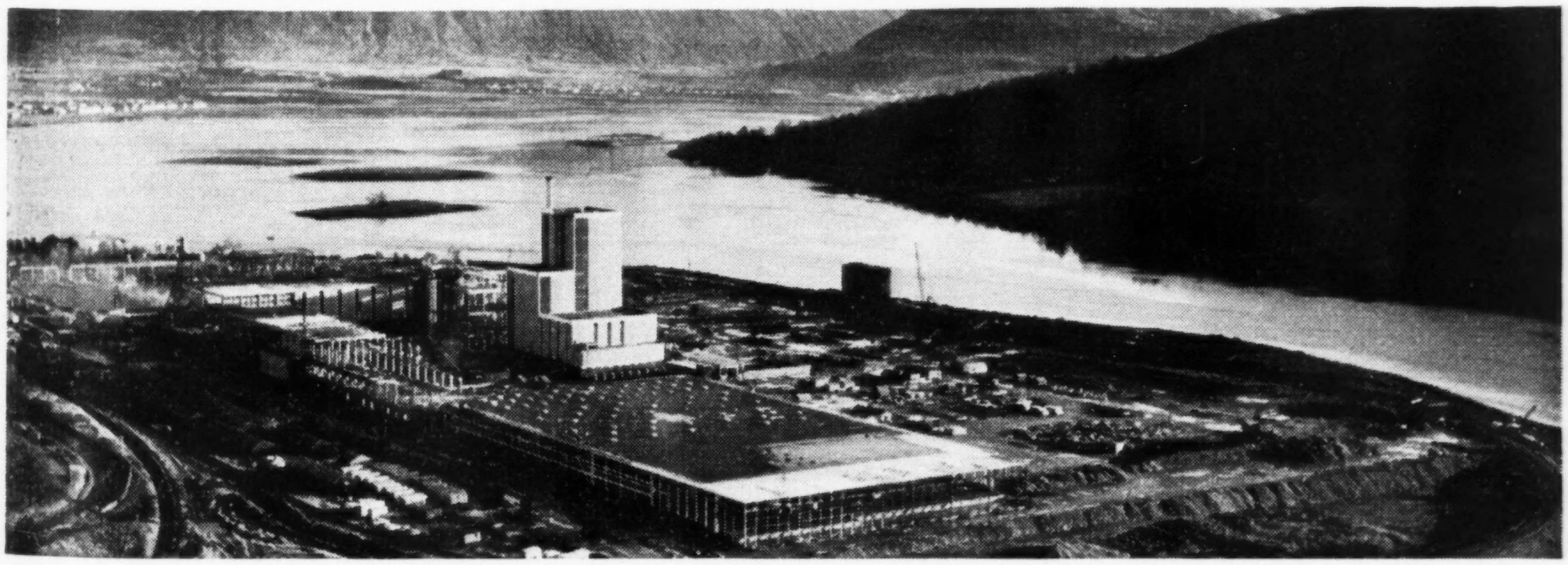
The undernoted buildings on Donibristle Estate in Fife, 15 miles from Edinburgh and 43 miles from Glasgow, will be adapted to meet the requirements of industrialists. Gas is not meantime available.

Estate		Burgh or County	Area (Sq. Ft.)	Height to Underside of Truss	Glasgow City Centre (Miles)	
Donibristle	(1)	Fife	9,412	18 ft.	43	Plating Shop
	(2)		3,420	9 ft. 6 in.	43	Vacant
	(3)		11,518	—	43	Office Block

The undernoted factories will be erected on individual sites in advance of requirements:

Place	County	Area (Sq. Ft.)	Height to Underside of Truss	Glasgow City Centre (Miles)
Carluke	Lanarkshire	12,000	—	20
Kilsyth/ Kirkintilloch	Stirlingshire/ Dunbartonshire	12,000	—	13
Falkirk	Stirlingshire	40,000	—	23
Cumnock	Ayrshire	12,000	—	36
West Calder	Midlothian	10,362	12 ft.	31
Kirkcaldy	Fife	27,500	14 ft.	52
Fraserburgh	Aberdeenshire	8,187	12 ft.	185

Further particulars may be obtained from General Manager, Industrial Estates Management Corporation for Scotland, 3 Woodside Place, Glasgow, C.3. Tel. Douglas 6651.



Wiggins Teape's pulp and paper mill on the shores of Loch Eil in the heart of the Scottish Highlands. Most of the buildings are now roofed and plant installation has begun. The aerial picture looks across the loch towards Fort William. The mill will begin to turn out paper and pulp before the end of 1965.

New Books

Target in Europe. Export Council for Europe (31 pages. Free from the Information Officer, Export Council for Europe, 21 Tothill Street, London, S.W.1). The Export Council for Europe's report on 1963 and 1964, in which the Chairman of the Council, Mr. A. R. Glen, reviews the course of British exports to Western Europe and discusses the possibilities and prospects today, in the light of the problems which have been experienced in the past and some possible solutions. The report demonstrates that Western Europe is now Great Britain's largest market, buying some 42 per cent of our total exports and obtaining from us about 8 per cent of its total import needs. It analyses the performance and effectiveness of the various agencies of export promotion, in particular the Export Council for Europe itself, and examines the ways in which the achievements of British industry in this market can be extended still further in the years to come.

Anglo-Dutch Yearbook 1964-65. Anglo-Dutch Trade Council. (138 pages from the Anglo-Dutch Trade Council, 45 Raamweg, The Hague). The Council was formed to promote Anglo-Dutch trade and this is the first issue of its yearbook. Dutch and English members of the Council are listed in separate alphabetical orders, but both together in a classified index of products. The yearbook also contains background material on the geography and economy of the Netherlands, a list of marketing and planning organizations, and brief foreign trade statistics. Information on Anglo-Dutch trade is given more fully in statistical tables classified by the SITC.

Studies in Long-Term Economic Projections for World Economy, Aggregative Models. United Nations Department of Economic and Social Affairs (90 pages. 7s. 6d., by post 8s. 2d., from HM Stationery Office and Government bookshops). In the world's economy, countries are divided into three broad categories – the developed market economies, the centrally planned economies, and the developing market economies – and these studies deal separately with methods of economic projection and forecasting applicable for all of them. They make recommendations and, in the case of the centrally planned economies, demonstrate the application of the recommended methods by an examination of the economy of Poland. The studies are concerned mainly with the technical aspects of statistical method, but they also include some comparative statistical data of national incomes and expenditures, and a tentative bibliography of commodity projections. The volume concludes with the recommendations of a group of experts who have been advising on a work programme for the United Nations Economic Projections and Programming Centre, and with a report on the work programme for the Centre as subsequently evolved.

Comparative Survey of Central Bank Law, by Hans Aufricht (241 pages. Stevens & Sons, 60s.). A previous work by Hans Aufricht, '*Central Banking Legislation*' (1961), presented the complete text of a collection of central bank, monetary and banking laws of 21 countries. This survey compares the basic domestic laws, which govern or affect central banking and currency, in those same countries, and discusses the impact on them of the major provisions of the Articles of Agreement of the International Monetary Fund on traditional central bank law. Subsidiary domestic and international law sources are taken into account. The study begins with the law as it affects the objectives, structure and functions, and direction of the central banks. This is followed by chapters on the note issue and assets required of central banks, and a concluding examination of the relationship between the central banks and other bodies.

Report on Survey of the Wood and Metal Furniture Industry. Irish Republic, Committee on Industrial Organization. (100 pages. 4s. 6d. From the Government Publications Sale Office, GPO Arcade, Dublin). The Committee on Industrial Organization's latest report covers cabinet goods, bedding, small chairs and upholstered goods, and school furniture. It was prepared in the expectation that the country would become a member of the European Economic Community, and it discusses the preventative measures that should be taken in that event. It includes a variety of statistics on production and labour, and makes comparison with United Kingdom performances. The picture that emerges of the structure of the industry in the Irish Republic, and the evaluation of the export markets in which they are in direct competition with British manufacturers will be of interest to the British industry.

The Leeward Islands Market Profile. Overseas Rediffusion Ltd. (35 pages. Free from the Research Department, Overseas Rediffusion Ltd., Stratton House, Stratton Street, London, W.1). Background business information about the Leeward Islands, with facts about the geography, climate, population, economy, national income, marketing and advertising conditions in Antigua, Montserrat and St. Kitts-Nevis-Anguilla – the three colonies that comprise the islands. There are various statistical data, but no sources are quoted.

Rates of Import Duty and Purchase Tax in Britain. Central Office of Information. (21 pages. 1s. 7d., post free, from Central Office of Information, Hercules Road, Westminster Bridge Road, London, S.E.1). Brief, informal and general guidance on duties and formalities imposed on persons importing goods into this country. It lists a variety of articles commonly imported by private persons, and the varying rates payable on them, with notes on concessions such as those applicable to personal baggage. It also lists the purchase tax payable on some 100 items (the full list of purchase tax rates is issued as *Customs and Excise Notice No. 78*, available free from the Commissioners of Customs and Excise, Kings Beam House, Mark Lane, London, E.C.3).

The Industrial Potentialities of Northern Nigeria. Ministry of Trade and Industry, Kaduna (284 pages). A hard-cover edition of this report, which was noticed on this page in the *Board of Trade Journal* of June 26, 1964, is now being distributed in this country by Herbert Jenkins Ltd., price 42s.

Other publications

FISHING NEWS DIRECTORY AND EQUIPMENT GUIDE 1965. 182 pages. Arthur J. Heighway Publications Ltd., 30s. plus 2s. 3d. postage.

STATIONERY TRADE REFERENCE BOOK AND BUYERS' GUIDE 1965. 328 pages. Stationery Trade Publications Ltd., Wrotham Place, Wrotham, Kent. 25s.

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Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

TUESDAY, JANUARY 26

Aid to exporters

The President was asked whether he was aware that the United Kingdom had lost overseas orders for heavy electrical power plant to the value of £100 million; in view of the seriousness of this loss, what study he had given to the proposal for the establishment of an agency, similar to the Export-Import Bank of America, details of which had been sent to him; and, as this would be a vital link in any proposals to increase the export trade from this country, what steps he was proposing to take in the matter.

Mr. E. C. Redhead, Minister of State (Overseas), replied: 'I am aware that other countries obtain export business as well as ourselves. In general, British firms are already able to offer credit on competitive terms for business which is not financed from aid. The Government is considering ways of improving the facilities available to exporters, but we cannot undertake to match credits provided by other countries on non-commercial terms as part of their aid programmes.'

Approval of IDCs

A member asked the President in view of his indication that he took into account the average local earnings when considering approval of Industrial Development Certificates, if he would explain his method of assessing such earnings.

Mr. George Darling, Minister of State (Home), replied that each application was considered on its merits, and all relevant factors were taken into account. Where average local earnings were relevant, in particular cases, it was by reason of their effect upon the local employment situation. For this purpose it was not considered necessary to assess average local earnings.

Loss of British Exports

The President was asked how many British firms supplying materials and components to the Volkswagen car company during the last 12 months had been informed that they would receive no further orders; what reason was given; and what was the approximate amount of British exports likely to be lost as a result.

The Minister of State (Overseas) replied that four British firms were known to have been informed by Volkswagen that they would receive no further orders so long as the 15 per cent surcharge on imports remains in force. The information requested in the last part of the question was not available.

MONDAY, FEBRUARY 1

Value of wool exports *

Asked for figures on the value of wool textile exports in 1964 Mr. E. C. Redhead, Minister of State (Overseas), Board of Trade gave the following information:

Period	Value £ million	Second half, 1964 as a percentage of first half, 1964
January-June, 1964	69·7	
July-December, 1964	62·1	89
		1964 as a percentage of 1963
January-December, 1963	130·9	
January-December, 1964	131·8	101

* Includes wool tops, yarns, woven fabrics and other products of the wool textile industry.

TUESDAY, FEBRUARY 2

Chairman for Shipbuilding Inquiry Committee

Asked whether he was now in a position to make an announcement on the proposed Committee of Inquiry into the shipbuilding industry, the President said:

'Yes, Sir. I am pleased to say that Mr. Reay Geddes, OBE, managing director of the Dunlop Rubber Co. Ltd., has accepted my invitation to serve as chairman of this Committee. Mr. Geddes is at present a member of the National Economic Development Council, but at my request the First Secretary of State has agreed to his release from that Council to enable him to accept this important appointment.

'The terms of reference of the Committee will be:

(a) to establish what changes are necessary in organization, in the methods of production, and any other factors affecting costs to make the shipbuilding industry competitive in world markets;

(b) to establish what changes in organization and methods of production would reduce costs of manufacture of large main engines of ships to the lowest level; and

(c) to recommend what action should be taken by employers, trade unions, and Government, to bring about these changes.

'The Committee will be concerned with shipyards regularly building vessels of 5,000 gross tons and above (or naval vessels of equivalent value), but will also be able to consider the implications of their investigations for shipyards building sea-going vessels of lower tonnage. The Committee will also be concerned with the manufacture of steam turbines and slow-running diesels normally installed in ships of 5,000 gross tons and above (or naval vessels of equivalent value).

'I hope to be able to announce the names of the other members of the Committee shortly.'

European Patent Law

The President was asked what was the present position regarding British membership of the Convention relating to a European Patent Law, prepared by representatives of the member countries of the European Economic Community, the draft of which was published by his department in 1962.

In reply Mr. Douglas Jay said: 'Work by the Member Governments of the EEC on the proposed Convention is still continuing. HM Government have throughout been interested in the creation of a European Patent which would serve the wider interests of European unity and, by conveying identical rights throughout much of Europe on a single application, would benefit industry generally.

'The text of the draft Convention is very largely acceptable to Her Majesty's Government as it stands and they have made clear to the Governments of the Community and to the Commission of the EEC their readiness for full membership of such a Convention. Her Majesty's Government wish however to make it clear that they could accept the validity of the European Patent in the United Kingdom only if they had an equal voice in the procedures leading to the grant of the Patent. Her Majesty's Government regret that the members of the Community have not yet been able to indicate whether they are prepared to accept full membership of the Convention by countries outside the European Economic Community. A more limited form of participation would not appear to offer a satisfactory basis for negotiations.'

Note:

The draft convention was prepared by patent experts of the Six. The Board of Trade published an English translation at the end of 1962 (see *Board of Trade Journal*, November 16, 1962, page 986).

In July 1963, HM Government commented on the Convention to the Commission in Brussels and to the Six Governments (see *Board of Trade Journal*, August 2, 1963, page 237). Our comments made clear our interest in joining and sought discussions on the subject. Though we have continued to stress this interest, no invitation has yet been received to take part.

Three senior executives of the Polish Technical Supervision Office, who are in Britain on a tour of heavy industries likely to supply vessels and fabrications to Poland, spent a day at the factories of the John Thompson Group at Ettingshall and in Dudley recently. They were shown pressure vessel manufacture for several British power stations and heavy steelwork assembly for the chemical, petroleum and food industries. Pictured in the Dudley works the party was (from the left) Mr. Martin Thompson, senior; John Thompson, director; Mr. Z. Bibrowski; Mr. Dimmack, chief inspector at Dudley; Mr. S. Bartolewski; Mr. Z. Gorynski and Mr. P. Kiln, export manager of the John Thompson Group.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	19,984	—	15,988	15,258	15,258	9,095	3,478	922	688	591	1,205				
1959	104	105	106	105	105	95	108	94	115	113	109	+174	+ 73	+15	+49
1960	109	112	114	110	109	98	119	110	127	129	114	+592	+520	+48	+37
1961	113	114	122	116	111	100	129	130	135	137	121	+319	+230	+36	+29
1962	113	115	127	122	113	101	128	119	130	141	124	+101	+ 33	+22	+39
1963	117	119	135	129	118	103	131	107	140	146	132	+147	+ 89	+29	+30
1963															
2nd quarter	117	118	132	128	117	102	130	109	134	150	128	+ 47	— 9	+17	— 5
3rd quarter	118	120	138	130	120	105	137	106	141	164	140	— 4	— 12	— 7	— 6
4th quarter	122	124	138	132	121	105	142	109	149	168	143	+124	+ 61	+23	+41
1964															
1st quarter	121	127	141	134	121	106	146	115	153	175	150	+ 85	+ 79	+ 2	+ 4
2nd quarter	122	127	142	135	120	105	150	120	153	181	149	+150	+126	+ 5	+ 1
3rd quarter	123	127	144	138	122	106	154	121	167	186	152	+117	+ 77	+ 6	+13
1964															
June	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
July	..	127	..	..	..	105	..	..	..	..	..	..	..	..	..
August	..	127	..	..	..	106	..	..	..	..	..	..	..	..	..
September	..	127	..	..	..	107	..	..	..	..	..	..	..	..	..
October	..	129*	..	..	..	109	..	..	..	..	..	..	..	..	..
November	..	131*	..	..	..	108	..	..	..	..	..	..	..	..	..

	ORDERS		PRICES AND COSTS					LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers			Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices															
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1959	101	135	109·6	+0·6	103·4	114·2	117·4	433	+ 31	..	157	+21	..	106	105	+153
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—258
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 1
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+115
1963	135	117	121·7	+2·0	104·5	122·0	141·3	502	+ 83	..	144	— 5	..	129	128	+113
1964			125·7	+3·3			148·4	362	—140	..	221	+77	..	147	134	
1963																
2nd quarter	123	105	122·1	+1·6	104·2	121·8	140·9	504	—123	—58	147	+34	+33	127	127	+ 34
3rd quarter	130	100	121·3	+1·3	104·2	122·1	141·5	428	— 76	—34	157	+10	+ 6	132	131	+ 2
4th quarter	135	117	122·1	+2·1	106·1	122·6	143·3	450	+ 22	+50	157	Nil	—34	136	132	— 5
1964																
1st quarter	140	121	123·2	+1·5	107·9	124·0	145·9	445	— 5	+42	182	+25	— 5	145	134	— 70
2nd quarter	148	125	125·5	+2·8	107·8	125·0	147·6	355	— 90	—58	230	+48	+33	147	133	—109
3rd quarter	155*	113*	126·5	+4·3	108·6	125·8	149·3	311	— 44	—34	242	+12	+ 6	147	132	—127
4th quarter			127·6	+4·5	109·9*	126·8*	150·8	336	+ 25	+50	228	—14	—34	148	137	
1964																
June	148	125	126·2	+3·4	107·8	125·2	148·4	315	— 42	—33	251	+24	+13	152	132	..
July	151*	120*	126·2	+4·0	108·1	125·5	149·0	303	— 12	—15	250	— 1	+ 3	138	125	..
August	153*	117*	126·7	+4·7	108·6	125·7	149·3	314	+ 11	+10	239	—11	— 9	153	140	..
September	155*	113*	126·7	+4·4	109·1	126·2	149·7	315	+ 1	+11	239	Nil	— 7	151	131	..
October	157*	119*	126·8	+4·1	110·0*	126·3*	149·8	332	+ 17	+27	233	— 6	—12	146	133	..
November	162*	127*	127·8	+4·6	110·3*	127·0*	150·7	338	+ 6	+19	230	— 3	—16	152	135	..
December			128·3	+4·8	109·4*	127·2*	151·9	337	— 1	— 1	222	— 8	—11	146	144	..
1965																
January								363	+ 26	+41	221	— 1	— 1			

† NOT seasonally adjusted. * Provisional.

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National income and expenditure

THE JANUARY ISSUE of *Economic Trends* (HM Stationery Office, price 6s.) contains an article by the Central Statistical Office giving detailed estimates of national income and expenditure up to the third quarter of 1964. The latest estimates suggest that activity continued to expand in the third quarter of 1964, but the rate of expansion after the beginning of 1964 was not very fast. Measured at 1958 prices and seasonally adjusted, the gross domestic product estimate based on expenditure data for the second and third quarters of 1964 is only 1 per cent above that for the previous six months.

The only category of final expenditure which showed a very marked increase in the first three quarters of 1964 was fixed investment. Investment in stocks was already high at the end of 1963, and although the trend appears to have been rising in the first part of 1964, it may have passed its peak by the middle of the year. Exports of goods and services failed to increase after the fourth quarter of 1963, and exports of goods only were lower in the third quarter of 1964 than in the previous quarter.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in Northern Ireland in November was 4 per cent higher than the previous year, compared with increases of 6 per cent in October and 9 per cent in August and September.

Sales by food shops and household goods shops showed increases on a year earlier of 5 per cent and 6 per cent respectively. while clothing and footwear shops showed a decrease of 1 per cent on the previous year.

Further details may be had on application to Northern Ireland Index of Retail Sales, Room 35, Ministry of Commerce, Chichester House, Belfast. (Tel. Belfast 28271, Ext. 113).

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1962 Year	103	+ 3	105	+ 5	100	Nil	104	+ 4	101	+ 1
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1963 4th quarter	121	+ 4	116	+ 5	132	+ 5	121	+ 4	123	+ 1
1964 1st quarter	105	+ 8	114	+ 7	95	+ 7	104	+ 9	96	+11
2nd quarter	109	+ 3	115	+ 4	104	Nil	106	+ 4	103	+ 5
3rd quarter	113	+ 8	117	+ 9	104	+ 4	114	+ 5	112	+10
1963 November	117	+ 3	115	+ 4	131	+ 2	126	+ 3	108	+ 2
December	138	+ 4	123	+ 4	152	+ 9	120	+ 4	160	Nil
1964 January	102	+ 8	110	+ 5	91	+ 8	107	+21	94	+10
February	106	+10	115	+ 7	93	+ 8	118	+21	94	+12
March	106	+ 6	117	+ 9	100	+ 6	87	—14	99	+11
April	104	+ 2	112	+ 4	94	— 4	99	+ 6	97	+ 1
May	116	+ 5	119	+ 5	119	+ 4	115	+ 3	107	+ 8
June	110	+ 5	119	+ 9	99	— 2	105	+ 3	106	+ 6
July	108	+ 7	111	+ 7	97	+ 5	108	+ 6	112	+ 7
August	114	+ 9	116	+ 8	107	+ 4	121	+15	114	+11
September	116	+ 9	123	+13	108	+ 3	112	— 4	112	+13
October	115	+ 6	115	+ 4	117	+ 4	115	— 2	113	+13
November	122	+ 4	121	+ 5	130	— 1	134	+ 6	113	+ 4

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Production of man-made fibres in December

TOTAL PRODUCTION by weight of man-made fibres in December was 11 per cent more than in December 1963. Within the total, continuous filament showed an increase of 12 per cent and staple fibre an increase of 10 per cent compared with December 1963.

Annual total production by weight in 1964 was again a record and 15 per cent more than in 1963; compared with 1963 output of continuous filament increased by 14 per cent and staple fibre by 15 per cent.

Deliveries of continuous filament and staple fibre in 1964 were 16 and 18 per cent more respectively than in 1963. Compared with 1963 deliveries of continuous filament to the home user industries increased by 14 per cent; in particular, deliveries to the hosiery industry increased by 32 per cent and deliveries to the warp knitting and weaving industries by 19 and 13 per cent respectively. Deliveries of staple fibre to the home user industries increased by 19 per cent; within the total, deliveries to the wool spinning industry increased by 26 per cent and to the cotton and flax spinning industries by 15 and 17 per cent respectively.

In 1964 compared with 1963, deliveries for export by weight of continuous filament yarn rose by 24 per cent and those for staple fibre by 14 per cent.

(Million lb. 'delivered weight' basis)

	Continuous filament (singles)	Staple fibre	Total
1961 (quarterly average)	65·5	76·4	141·9
1962 (quarterly average)	72·7	84·1	156·8
1963 (quarterly average)	82·6	97·2	179·8
1964 (quarterly average)	94·5	111·8	206·3
1963 3rd quarter	80·5	90·9	171·4
4th quarter	90·5	107·2	197·7
1964 3rd quarter	89·6	105·4	195·0
4th quarter	101·2	122·4	223·6
1963 October	31·0	35·1	66·1
November	29·4	35·0	64·4
December	30·1	37·0	67·1
1964 October	34·3	42·4	76·7
November	33·3	39·2	72·4
December	33·6	40·9	74·5

Deliveries of continuous filament yarns

(Thousand lb., actual weight)

	Year 1963	Year 1964	1963 July-Sept.	1963 Oct.-Dec.	1964 July-Sept.	1964 Oct.-Dec.
Weaving	77,432	87,133	17,917	21,132	20,287	22,685
Hosiery	42,935	56,831	10,377	13,615	12,967	14,342
Warp knitting	35,959	42,625	8,278	10,600	9,891	10,995
Industrial purposes (tyres, etc.)	90,300	95,732	21,755	22,204	22,265	25,931
Other purposes	13,226	13,257	3,159	3,939	2,996	2,918
Exports as yarn (a)	76,346	94,556	18,863	20,856	23,006	25,334
Total	336,199	390,133	80,349	92,347	91,412	102,205

(a) The figures refer to deliveries from the industry direct for export and may differ from the totals recorded as exports in the monthly trade accounts.

Deliveries of staple fibre

(Thousand lb., actual weight)

	Year 1963	Year 1964	1963 July-Sept.	1963 Oct.-Dec.	1964 July-Sept.	1964 Oct.-Dec.
Cotton spinning	119,324	136,654	26,531	33,509	31,635	34,731
Wool spinning	101,209	127,352	22,500	30,083	27,901	32,038
Flax spinning	32,854	38,296	8,683	9,339	9,083	10,956
Other spinning systems and sundries	41,339	47,275	9,661	11,179	10,619	12,505
Exports (a)	96,449	110,359	23,977	23,961	27,459	31,462
Total	391,175	459,937	91,353	108,070	106,697	121,693

(a) The figures refer to deliveries from the industry for export and may differ from the total recorded as exports in the monthly trade accounts.

Overdrafts of nationalized industries

HM TREASURY announce that the total bank overdrafts of the nationalized industries at January 20, 1965, amounted to £46 million, of which £38·2 million was from the clearing banks and £7·8 million from the Scottish banks.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, January 29, 1965.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered in the name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
A Home of Your Own	British Lion Films Ltd.	Dormar Productions Ltd.	Br/E 30068	43	January 25
Airborne Today and Tomorrow	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Limited for Central Office of Information.	Br/E 30072	14	January 27
Island of the Long Summer	" "	British Movietonews Ltd.	Br/E 30073	18	January 27
Look at Life Series 24: *Money in the Slot*	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 30074	9	January 27
Doctor Terror's House of Horrors	Regal Films International Ltd.	Amicus Productions Ltd.	Br/E 30075	98	January 28
Ring Around the Earth	British Lion Films Ltd.	Eyeline Films Ltd.	Br/E 30076	32	January 28
Mining Review No. 6 – 18th Year	Data Film Distributors Ltd.	National Coal Board	Br/E 30077	10	January 28
Pathe Pic. Series 521/533: *Pathe Pic. No.* 529	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 30079	8	January 29
Pathe Pic. No. 530	" "	" "	Br/E 30080	9	January 29
Movietone News 1859A	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 29900	7	January 29
Movietone News 1860	" "	" "	Br/E 29901	10	January 29
Pathe News 65-8	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 29952	19	January 29
Pathe News 65-9	" "	" "	Br/E 29953	6	January 29
		FOREIGN			
Kali-Yug, Goddess of Vengeance	British Lion Films Ltd.	Serena Film S.a.r.l., Rome	F 30069	138	January 25
Fargo	Rank Film Distributors Ltd.	Universal International Films Inc.	F 30070	99	January 27
Goliath and the Sins of Babylon	Ranworth Film Services Ltd.	Leone Film Productions, Rome	F 30071	80	January 27
Umbrellas of Cherbourg (Les Parapluies de Cherbourg).	Bargate Films Ltd.	Parc Film, Paris, Madeleine Film, Paris, and Beta Film, Munich.	F 30078	92	January 29

INDUSTRIAL FILM CATALOGUE

A new (1964–65) *edition of the Central Office of Information industrial catalogue* Films for Industry *has been published. It contains* 793 *films and* 43 *filmstrips, which are available from the Central Film Library and its branch libraries in Scotland and Wales. The films and filmstrips listed – including* 182 *new films,* 112 *of them British – are intended for instruction and training and for the promotion of industrial productivity, health and safety. The films are selected with the help of an advisory panel on which both sides of industry are represented, in addition to some Government departments and sponsored bodies. The Board of Trade is a member of this panel.*

The catalogue is available from the Central Film Library, Government Building, Bromyard Avenue, London, W3. Price 4*s. post free.*

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Government surplus sales by auction

MINISTRY OF DEFENCE (AIR FORCE DEPT.)

1965	Stores	Location	Auctioneers
Feb. 10	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford, R.A.F. Stations, Spitalgate and Cranwell	South & Stubbs (AFD1), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).

The above sale will include Aero engines and Aircraft spares, electric motors and equipment, motor and plant engines and spares – Ford, Austin, Standard, Bedford, Leyland, A.E.C. Diesel, Thorneycroft, Caterpillar, etc. – Nylon ropes and webbing, cycles, fire extinguishers, furniture, trolleys, aluminium containers, packing cases, etc.

Also to be sold at No. 16 Maintenance Unit Stafford, but lying at R.A.F. Spitalgate and R.A.F. Cranwell, Lincs. – valuable Barrack and Office Furniture blankets, mattresses, etc.

Feb. 17	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co. (AFD1), Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

The above sale will include furniture (including light oak bureaux and Formica-top tables), carpets, rugs and curtains; blankets; medical and gymnasium equipment; Meadows and Perkins petrol and diesel marine engines – petrol electric generating sets and petrol engines; miscellaneous vehicle, marine, generator and electrical spares; carpenters', fitters' and tinsmiths' tools, guillotines and roller bending machines; micrometers, etc.; picks, axes and shovels; tubular scaffolding; acetate; vehicle tyres and inner tubes; aircraft radiators and coolers, etc.

March 3	Sale will consist mainly of various types of hutting (timber, sectional-timber, etc.)	Royal Air Force, Melksham.	Thompson, Noad & Phipp, 39 Market Place' Chippenham, Wilts. (Tel. 2271-2).
March 18	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood.	Brady & Son (AFD1), 17 Warren Street, Stockport. (Tel. Stockport 2252).

Catalogues for the above sales may be obtained within 14 days of the advertised date of the sale on application to the Auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*).

TENDER SALE.

Ministry of Defence sale by tender of approximately 80 tons of metallic foil contained in wooden boxes. The foil has a shiny aluminium appearance, some is on reels, the remainder is shredded. Applications for tenders should be made immediately to Ministry of Defence, AFC.19a (Air), Turnstile House, High Holborn, London, W.C.1.

MINISTRY OF DEFENCE (ARMY DEPT.)

1965	Stores	Location	Auctioneers
Feb. 9	Clothing and textiles; boots and shoes; engineering tools; clasp knives, torque wrenches; lifting equipment; 200 tons interlocking steel runway plates; pallets; paint; furniture, etc.	Central Ordnance Depot, Bicester, Oxon.	Midland Marts Ltd. (Dept. L), Market Square, Bicester. (Tel. 73).
Feb. 16-18	Passenger, load carrying and dual purpose vehicles; earth moving, road making and mobile lifting equipment; plant ancillaries and spares; trailers and motor cycles.	Ordnance Storage & Disposal Depot, Ruddington, near Nottingham.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
Feb. 24	Clothing; blankets; footwear ; engineer's tools; kitchen equipment; furniture, etc.	Command Ordnance Depot, Kinnegar, Holywood, Co. Down, Northern Ireland. Sale at The Mart, 13 Gloucester Street, Belfast.	Osborne King and Megran (Dept. L), 14 Montgomery Street, Belfast 1. (Tel. 20233).
Feb. 25	Generator sets (Diesel and Petrol), tents, wireless and signals spares and miscellaneous stores.	Technical Stores Sub-Depot, Wem, Shropshire.	Hall, Wateridge & Owen (Dept. L), Welsh Bridge, Shrewsbury. (Tel. 53151).

Catalogues for each sale shown above may be obtained from the appropriate Auctioneer 14 days prior to the date of sale. Price 1s. 0d. (*Postal Orders only*).

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Patents endorsed 'Licenses of Right'

UNDER SECTION 35 of the Patents Act, 1949, the undermentioned Patents were endorsed 'Licences of Right' on the dates specified.

NUMBER	GRANTEES	SUBJECT-MATTER
	January 11, 1965	
877,112	Commissariat a l'Energie Atomique.	Ion source.
877,418	Commissariat a l'Energie Atomique.	Fuel arrangements for nuclear reactors.
882,366	Commissariat a l'Energie Atomique.	Ion sources.
882,367	Commissariat a l'Energie Atomique.	Ion sources.
883,760	Commissariat a l'Energie Atomique.	Manufacturing porous barriers.
884,298	Commissariat a l'Energie Atomique.	Nuclear reactors.
885,019	Commissariat a l'Energie Atomique.	Analogue devices.
887,881	Commissariat a l'Energie Atomique.	Heat transfer systems for nuclear reactors.
888,884	Commissariat a l'Energie Atomique.	Separation of isotopes of alkali metals.
889,923	Commissariat a l'Energie Atomique.	Electronic housing racks or cabinets.
889,388	Commissariat a l'Energie Atomique.	Elements having anisotropic expansion.
893,066	S.p.a. Meccanica Garelli . .	Two-stroke internal combustion engine.
928,485	S.p.a. Meccanica Garelli . . (Patent of Addition to 892,066).	Multicylinder outboard engine.
	January 12, 1965	
889,270	Frank G. Hough Co. . . .	Tractor loaders of the front end shovel type.
915,045	Frank G. Hough Co. . . .	Tractors.
917,735	Frank G. Hough Co. . . .	Transmission control means for motor vehicles.
958,530	Frank G. Hough Co. . . .	Tractors.
910,256	Gevaert Photo-Producten N.V. .	Proteinaceous materials hardening process.
961,439	Gevaert Photo-Producten N.V. .	Unloading film sheet cassettes.
671,797	International Harvester Co. Inc. .	Mowing machines.
694,709	International Harvester Co. Inc. .	Fertilizer distributing devices.
732,813	International Harvester Co. inc. .	Tractor power transmitting mechanism.
724,355	International Harvester Co. Inc. .	Connecting implements to tractors.
764,798	International Harvester Co. Inc. .	Tractors.
820,063	International Harvester Co. Inc. .	Tractors.
820,064	International Harvester Co. Inc. .	Tractors.
879,352	International Harvester Co. Inc. .	Drive mechanism for mowers, etc.
890,245	International Harvester Co. Inc. .	Hay conditioning machines.
739,994	International Harvester Co. Inc. .	Lubricator of tractor transmissions.
773,479	International Harvester Co. Inc. .	Hay or like balers.
807,562	International Harvester Co. of Gt. Gt. Britain Ltd. . . .	Tractor implement assemblies.
823,668	International Harvester Co. of Gt. Britain Ltd. . . .	Implement attaching means for tractors.
829,346	International Harvester Co. of Gt. Britain Ltd. . . .	Tractors.
829,347	International Harvester Co. of Gt. Britain Ltd. . . .	Tractors.
831,009	International Harvester Co. of Gt. Britain Ltd. . . .	Tractors.
874,490	International Harvester Co. of Gt. Britain Ltd. . . .	Drive transmissions for tractors.
892,221	International Harvester Co. of Gt. Britain Ltd. . . .	Clutch control of tractors.
	January 13, 1965	
886,269	Gevaert Photo Producten N.V. .	Photographic colour development.
943,543	Gevaert Photo Producten N.V. .	Coloured photographic masks.
	January 14, 1965	
669,968	Columbia Carbon Co. (1961) . .	Carbon black.
705,344	Columbia Carbon Co. (1961) . .	Compounding carbon black and rubber latex.
765,486	Columbia Carbon Co. (1961) . .	Carbon black dispersions.
813,162	Columbia Carbon Co. (1961) . .	Carbon black.
818,489	Columbia Carbon Co. (1961) . .	Effecting particulate dispersions.
825,819	Columbia Carbon Co. (1961) . .	Rubber compounding.
830,579	Columbia Carbon Co. (1961) . .	Beaded carbon black.
840,718	Columbia Carbon Co. (1961) . .	Production of crumb rubber.
904,563	Columbia Carbon Co. (1961) . .	Immunizing vaccines.
	January 15, 1965	
898,086	Geer, A.C.	Dispensing devices.

Any person who claims that the patentees at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of endorsement on Patents Form No. 45 within two months after the date of endorsement.

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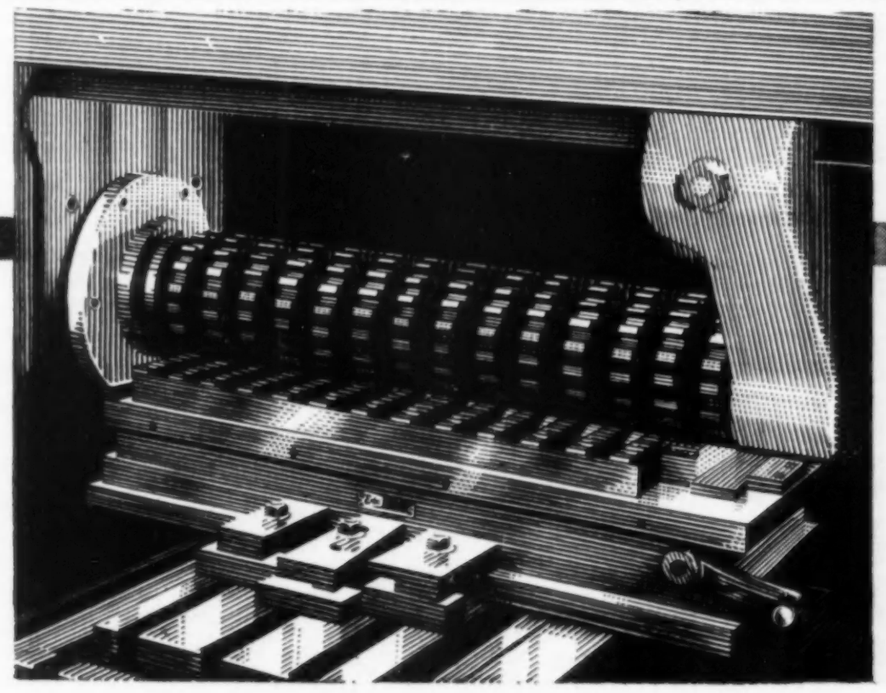

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600,000 Buyers will visit "Gateway to Common Market"

That is the number expected at the LYON INTERNATIONAL TRADE FAIR open 20th–29th March. It is the most important in France and among the largest in Europe. Buyers and exhibitors will converge on Lyon from all over the world.

The Board of Trade and the Building and Engineering Centre of Birmingham will be among British exhibitors, some of whom have profited considerably from previous fairs. An export manager claimed, "We achieved more in a few days than we could have done in months of negotiations." British buyers too, with an eye for a new foreign product, have negotiated successful import agreements.

Sections are devoted to hardware, lighting, office equipment, camping, woodworking and agricultural machinery, Public Works, building, food, wines, spirits, and a number of other categories. British buyers are encouraged with Trade Buyer privileges and 20 per cent reduction on French railways. Advice can also be given on all-inclusive travel.

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Exhibitions and Fairs

British participation at New York National Boat Show

THE NATIONAL MOTOR Boat Show is the first major event in the New Yorker's calendar, as it gives him the chance to escape from the ice and snow for a few hours and dream of sunnier days ahead. This year's show was the 55th organized by the National Association of Engine and Boat Manufacturers, and was held at the New York Coliseum from January 15-24. The weather was the worst for many years, which caused attendance to drop from last year's total of 383,000 to 340,000; estimated sales, primarily to dealers, nevertheless rose from $40·1 million to $43·5 million.

The ties between the British and American boatbuilding industries are of long standing, but this year's show was the first in which the Ship and Boat Builders' National Federation has participated, and in this they were greatly helped by the generous assistance offered by the NAEBM. The Federation organized an information stand under the title 'The British Boating Industry', which was manned by three of its executives – Mr. J. F. Threlfall, president, Mr. T. A. Webb, chief executive, and Mr. H. J. Lincoln, chairman of National Boat Shows Ltd., the organizers of the International Boat Show at Earls Court – and by officers of the British Consulate-General in New York and other official services in the United States.

The United States is the largest single market for British pleasure boats and equipment, and the industry is currently selling goods worth over £2 million a year. This is however a very small proportion of the total market, where it is estimated that there are 7,700,000 boats of all types used by some 38·5 million people, and it is for this reason that the Federation decided last year to embark on a campaign to expand their members' sales in a market which is growing at about 10 per cent a year. Participation in the New York Show was regarded as the essential first stage, since the show is open to both the trade and the public, and thus provided an excellent opportunity for the executives not only to explain and promote the wide variety of products the British industry has to offer, but also to assess at first hand those areas to which attention can be most profitably directed in the future.

'The British Boating Industry' stand was dominated by a panorama of the Earls Court Show, in which the harbour aroused a great deal of interest; favourable comments were also made on the fact that it is largely on one floor, whereas the Coliseum has four. The limitations of space in the Coliseum made it impossible to arrange a group exhibit, so a Directory of British Products was prepared listing all products available at the show, copies of which were given out from the stand, and inquirers were encouraged to visit the exhibitors listed.

The staff on the stand had to be ready to answer every kind of question about boats and equipment – and about Britain too – and the encyclopaedic knowledge of the Federation executives was indispensable; where answers could not be given, inquirers filled out cards specially printed by the Federation, and were promised speedy replies from London. Many

Mr. Roy Mason, Minister of State (Shipping), Board of Trade (centre), seen with Mr. J. F. Threlfall, president of the Ship and Boat Builders' National Federation (left), and Mr. K. C. Jordan, private secretary to the Minister of State, at one of the British stands.

inquiries were easily answered by leaflets provided by British firms or their United States agents, but demand tended to outrun supply. There was also an unexpectedly strong demand for subscriptions to British boating magazines.

However, the most important part of the show was the opportunity for the Federation's executives to meet the trade here, and much of their time was devoted to business discussions of all types, which produced a number of promising inquiries. On the opening evening of the show, Mr. Threlfall held a reception for the United States agents of British manufacturers and representatives of the British press in New York, and a few days later Mr. F. S. Tomlinson, HM Consul-General, and Mr. P. H. G. Wright, Director-General of British Information Services, gave a luncheon for members of the American trade press.

A highlight of the show was the official visit on Monday, January 18, by Mr. Roy Mason, Minister of State (Shipping), Board of Trade. He spent some time at the stand discussing market prospects with the Federation executives, and then toured the rest of the show, stopping to talk to exhibitors of British products. The Federation executives expressed their warm appreciation of this official recognition of their efforts to expand their exports to the United States.

The United States agents of British manufacturers displayed a wide variety of products on their stands. Boats which attracted particular interest were Signet Marine's 'Signet 20' and 'Starflite', and Prout's 'Cougar' catamaran, while the agents for hardware and accessory manufacturers reported good sales. The two major exhibits of British products were by the United States subsidiaries of Perkins Engines and Kelvin Hughes, both of which reported very satisfactory results; in the case of Perkins, who were showing their engines through their own organization for the first time, firm orders worth $360,000 exceeded even their most optimistic forecasts.

The show confirmed the steady advance of fibre-glass as the most widely used material for boat-building, although aluminium has a virtual monopoly in rowboats, work boats and canoes and is challenging strongly in the outboard and inboard/outboard runabout field; nearly all sail boats are built of fibre-glass, the few exceptions being some small racing dinghies and large custom-built craft. Diesel engines are continuing to increase in popularity with the constant improvement in the power/weight ratio, and inboard/outboard engines are gaining ground each year from the large outboards. The Federation executives consider that there are many opportunities for British products in nearly all fields, with the notable exception of runabouts, but that the best prospects are undoubtedly for sail boats, for which Britain has established an outstanding reputation. Sailing requirements in the United States are of course very different from those in Britain, and there are production problems when selling to such a large market, but the Federation executives do not regard this as an insurmountable difficulty.

They were most impressed by the general interest and goodwill shown by both the trade and public during the show, and feel that their participation has laid the foundation for further expansion in this market.

Foreign interest in British boats at Hamburg show

THE FIFTH German Boat Show took place in Hamburg from January 21 to 26 when 340 exhibitors from 19 countries were present, including over 40 British firms exhibiting either direct or through their agents. According to the organizers, 115,000 people visited this year's Show (15,000 more than 1964); the Exhibition area covered approximately 360,000 sq. ft. As eight exhibition halls were available, an attempt was made to arrange goods by commodity, i.e. small sailing boats, sailing yachts, marine engines, motor craft formed the main divisions. This system has been evolved from experience and seems satisfactory.

The general impression is that this Show brought in good business. Exhibitors as a whole speak highly of Hamburg as a trade centre. British exhibitors were no exception to this point of view. Most firms were enthusiastic about results. Considerable interest was shown in the catamarans of Prout Ltd. and Pike and Sons: orders worth over £15,000 were placed for the latter's 'Bobcat'. Orders for the sailing yachts of Westfield Engineering, Blanks Boatyard, and Camper and Nicholsons Ltd., all represented by a Hamburg firm, were also considerable. In the marine engine field, Newage MC) Ltd., exhibiting for the first time, were impressed with the serious inquiries they received; other engine manufacturers such as Perkins, Petters, Parsons, and Coventry Victor expressed satisfaction. Business in electronic equipment and fittings certainly did not lag behind last year's Show; the agents of Simpson-Lawrence, Danforth Jackson, Gibb Ltd., Ferrograph, and Tannoy Ltd. confirmed this. In addition, there were the regular exhibitors such as Pye, Marconi, Decca, Kelvin Hughes, and S. G. Brown, whose presence underlines the value, even from an advertising perspective, of the Hamburg Boat Show.

The Board of Trade contributed generously to continuing last year's experiment of an information stand. This was manned for the duration of the Fair by the Secretary of the SBBNF with assistance from members of the British Consulate-General in Hamburg. Its success was assured. Not only were hundreds

of inquiries dealt with, but it proved an ideal meeting-place for British businessmen and their agents or customers.

The Hamburg Show can certainly be considered one of the most important European Fairs. The present boom in sailing and water sports equipment in Germany is likely to last another two years at least.

Mr. Douglas Jay speaks at Hardware Trades Fair

CONGRATULATING THE ORGANIZERS on the success of the Hardware Trades Fair, Mr. Douglas Jay, President of the Board of Trade, said that he would particularly like to welcome the overseas' visitors. 'We in this country welcome competition,' he said. 'I think the more opportunity there is for comparison between our products and those of other countries the better. We do not fear such competition at all; it is all good for world trade, and I am glad to discover that that is the theme of this exhibition. I am also glad that the majority of the products shown here are, in fact, the products of British industry. A fair like this, particularly as it grows in popularity, is a great opportunity for the British exhibitors to show and indeed to sell their products to buyers from overseas.'

The President went on to say that he understood buyers from something like 60 countries were at the Fair, seeing the products of British industry over a very large range of products. This seemed to him a chance for a vigorous move forward in export sales by the British firms exhibiting.

A substantial contribution to Britain's export drive was claimed by the industry when the Fair opened at Olympia, London, on February 1 (until February 5). A statement issued on the opening day said: 'It is impossible to be precise statistically as to the value of this tremendous industry – hardware covers such a wide and expanding field but from figures available (January to November, 1964) it is evident that this industry made a substantial contribution – £163,559,530 – to our export drive.'

The fair comprises in effect the largest hardware shop window in the country and probably in the same context, the largest in the world. Occupying all four floors of the Empire Hall, with over 400 firms from all over the world participating, either with stands of their own or through British agents, it can reasonably claim to be the most important display in its field in the United Kingdom.

An interesting feature of this year's fair was the special display mounted by the organizers, to show the visitor what great strides have been made in the retailing side of the hardware trade.

It featured an Edwardian ironmonger's shop with female assistant and fully stocked with the hardware of that era; beside it was the latest design for the ironmonger's shop of today.

The International Section included among others, the stands of the Canadian Government, the French Government, the Italian Institute for Foreign Trade and the Irish Export Board. There were exhibitors from Australia, Austria, Belgium, Canada, France, Germany, Norway and Sweden and goods from the United States, Bulgaria, The Chinese People's Republic, Czechoslovakia, Denmark, Holland, Hong Kong, Hungary, Japan, Poland, Portugal, Switzerland and Yugoslavia.

New products included a non-stick rolling pin, a twelve egg fryer for catering establishments or the larger family, a trowel with a handle graduated in inches to ensure even plant spacing and an equivalent 3½ kw oil heater which puts itself out if tilted more than 15 degrees from vertical.

Record attendance at British Toy Fair

THIS YEAR'S BRITISH Toy Fair at Brighton, Sussex, had a record attendance of both home and overseas trade buyers at the opening day of the fair – January 31. When the day's business was completed 1,814 people had passed through the three venues of the fair – the Metropole and Grand hotels and the Corn Exchange. This was an increase of 20 per cent over last year. Buyers from overseas came from some 24 different countries and included representatives from Finland, Norway, Iceland, Australia, the United States, Japan, Switzerland, Israel, Canada, Western Germany, and Sweden.

The first bulk order received was by the Mettoy Co., Ltd., for 25,000 'Petite' typewriters for the United States. The order was valued at $200,000 (approximately £75,000). Also, on the first day of the fair, Airfix Products Ltd. announced that it had done 250 per cent more business than on the opening day of last year's show.

Mr. Ralph Ehrmann, chairman of Airfix, said that on the first day of last year's fair, the representatives on the stand concluded deals with buyers from 10 overseas countries, and business done with the United States buyers was twice that of 1963. This year they were expecting yet another 100 per cent increase. On February 1, Mr. John Gray a director of the firm left Britain for Chicago to attend the Hobbies Fair in that city. Said Mr. Gray before he left Brighton: 'I cannot put a cash figure on the value of business I shall do during my trip, but I can assure you that I shall not be wasting my time, for exports are the number one priority for all British businessmen.'

Among the 30,000 toys that were exhibited were many that attracted the buyers because of their novelty. Among them were: 'Tiny Tears', a unique doll with true-movement limbs which adopts the realistic poses of a live baby, added to the fact that she also drinks from a bottle, cries with 'real' tears, wets her napkin and blows bubbles. This doll was displayed by the Cascelloid Co; the very latest in musical ideas was a 'build it yourself' Stradivarius violin which is then playable, shown by the Selcol Products Ltd; the 'make yourself a Beatle' was another novelty line. With this construction kit, Beatle fans can build miniature models of the famous four. This is being manufactured by Revell (Great Britain) Ltd., together with a wide range of construction sets.

A large number of the firms who exhibited at the fair reported that 'business has been the best ever'.

Continued success of Blackpool Gifts Fair

'THE BLACKPOOL International Gifts Fair goes on from success to success, and it is now a very far cry from the modest beginnings with seventeen exhibitors to the present sixteenth Fair with well over eleven hundred exhibitors and a long waiting list.' This was said by Lord Rhodes, Parliamentary Secretary, Board of Trade when he opened the fair on February 1. The display which closes today (February 5) presented a vast range of giftware over an area of approximately half a million square feet of exhibition stands.

At the Winter Gardens were shown fancy goods of all descriptions – travel and toilet goods, jewellery, silver and chrome ware, trays and trolleys. The Imperial hotel was as usual the venue for china, pottery, and glassware. Manufacturers and importers selling to the wholesale trade displayed all kinds of giftware at the Metropole hotel. At the Talbot Hall, foreign manufacturers, importers and wholesale houses showed fancy goods, fine china, glassware, mirrors, pictures, and many other products. Here also, British manufacturers showed lamp shades, fancy goods and wrought ironware.

In his speech Lord Rhodes said that it had been said many times that exports were the lifeblood on which the very existence of our country depended. This message was never truer than it was today and it was gratifying to see that the many trades making up the giftware industry had set an example in the field of exports which other industries would do well to follow. Exports had been more than doubled since 1957 and he was sure that the industry would not be content to rest on past achievements.

He said that many of the exhibitors at the fair were from overseas and 'I would not like them to feel that our only interest is selling British goods overseas. We appreciate that these firms have many fine examples of skill and craftsmanship to offer and I am confident that British manufacturers welcome the stimulus which this gives towards improved design and workmanship and are ready to meet the challenge of competition in a spirit of friendly rivalry.'

Mr. Elkan Simons, chairman of the International Gifts Fair, in his welcome to Lord Rhodes said that the gifts industry had for many years taken positive steps to further exports. For this year's fair, he said that 20/30,000 leaflets in several languages had been sent to store buyers and importers in some 40 overseas countries. In addition, Mr. Simons said that films of the fair had been shown to hundreds of overseas buyers in the European and US markets, and there was evidence that these efforts over the years were 'paying off'.

Continuing Mr. Simons said that exports of Britain's gifts industry had doubled in some eight years, from an estimated £60 million in 1957 to around £120 million in the past year. Last year the industry had formed their own Export Council and they were now sponsoring a large scale trade mission and sample show to North America in June. Manufacturers in the industry had also been encouraged to participate where possible in overseas trade fairs.

British guest speakers for Anglo-Dutch Trade Council meeting at Amsterdam

'THE RELATIONSHIP between British manufacturers and their agents' will be the subject of a lecture to be given by Sir Norman Kipping, Director-General of the Federation of British Industries, at an economic symposium organized by the Anglo-Dutch Trade Council, which will be held at the Tropical Institute in Amsterdam on May 19, during the British Week. There will be two other speakers at this symposium: Mr. Hugh Neill, a member of the Export Council for Europe and of the board of the Anglo-Dutch Trade Council, who will speak on Follow-up Activities of British Weeks; and Mr. Paul Reilly, Director of the Council of Industrial Design, on Contemporary British Design.

Each speaker will be assisted by his own 'brains trust', consisting of one Englishman and two Dutchmen. In order to ensure an interesting and lively debate, those participating in the symposium will each be sent copies of the lectures in advance. The organizers expect that a large number of British manufacturers and Dutch importers will take part.

The Netherlands is Britain's second best customer in Europe, and Britain is the Netherland's third best customer in the world. Britain buys Dutch meat, fruit and vegetables, and sells to the Netherlands machinery and vehicles.

Display by 24 British firms at the Paris furniture exhibition

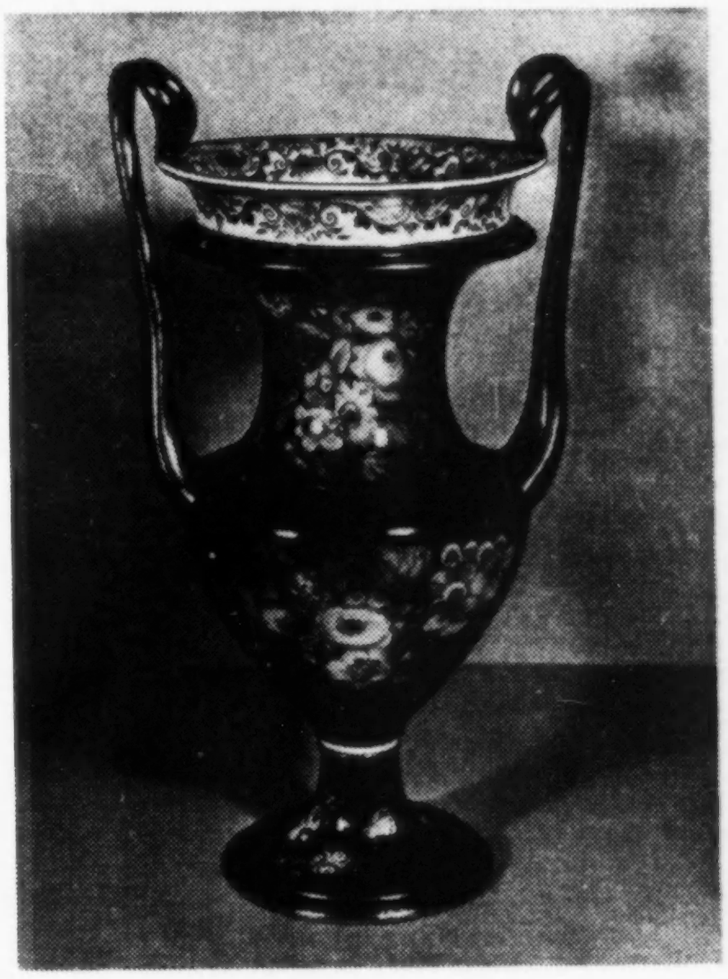
A report from the British Embassy, Paris.

THE THIRD SALON International du Meuble was opened in the Parc des Expositions at the Porte de Versailles on January 21. The Salon was created in 1960 for French exhibitors only, when 550 French firms participated over an area of 25,000 square metres. So successful was it that it was decided to make it an international event every other year. This year exhibitors totalled 1,010, of which 366 were from 21 foreign countries stretching from the United States of America to Hong Kong. They exhibited over an area of 75,000 sq. metres. The Salon has 10 kilometres of gangways and is claimed to be the largest of its kind in Europe.

Although Italy, Germany and Belgium led the foreign participation, that of the United Kingdom was well above the average. Twenty-four British firms were present from the carpet and furniture industry. Of these, seven carpet manufacturers participated under the aegis of the British Carpet Exports Promotion Council, in a joint-venture scheme assisted financially by the Board of Trade. The Council have been represented at Salons in Paris on three previous occasions and their perseverance—which is necessary to become established in a new market—is bearing fruit. British woven carpet exports to France, for instance, have risen from £13,000 in 1959 to almost £200,000 in 1964. Unfortunately, this figure falls short of that for many other European countries but the French are becoming increasingly 'carpet conscious' and it is expected that our sales to this market will expand considerably this year.

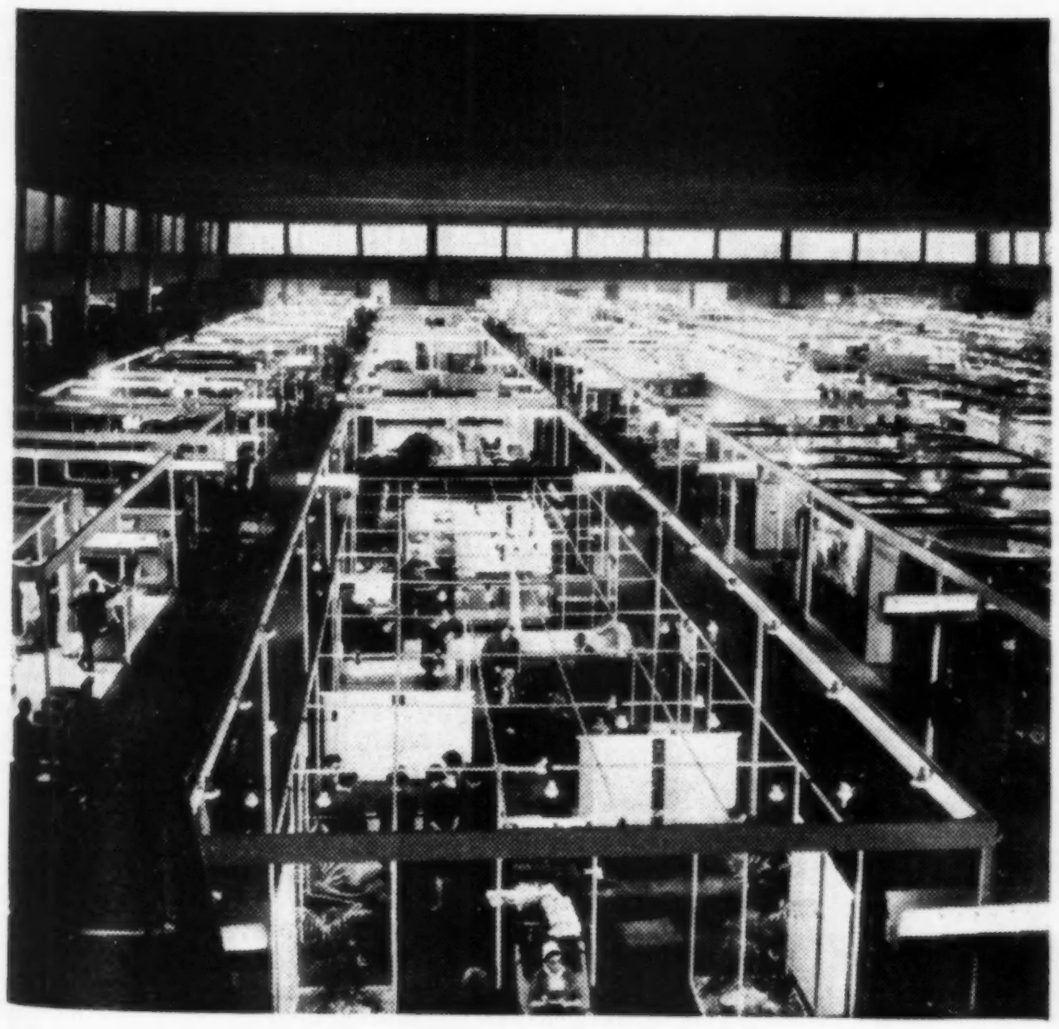
Of the remaining 17 British participants, 11 members of the furniture industry were also taking part in this joint-venture scheme. One firm were having great success with drawing room suites and they expect to double their sales in France during 1965. Besides studying the market themselves they had listened to the advice of their agents—a practice that all entrants to a new market would be wise to follow. This is particularly important in France where in general the more traditional styles in design and fabrics are preferred.

The Salon authorities arranged a British Afternoon during which Mr. F. C. Everson, Economic Minister of the British Embassy, visited the British participants. All he spoke to were well satisfied with their business. Their methods of attacking the French market were various; some employ agents, some sell to wholesalers, one firm has its own branch and another has an arrangement with a French manufacturer. Even with the high tariff and mark-up, the prices of British goods were competitive with those to be found on the local market. At the cocktail party given by the Salon for the British exhibitors and the press to wind-up the Minister's visit, the British representatives were in good heart. They were already thinking of further efforts to expand their business in France, where, owing to the rapidly rising standard of living and the demand for novelty, comfort and 'small room' furnishings, the prospects are very promising.

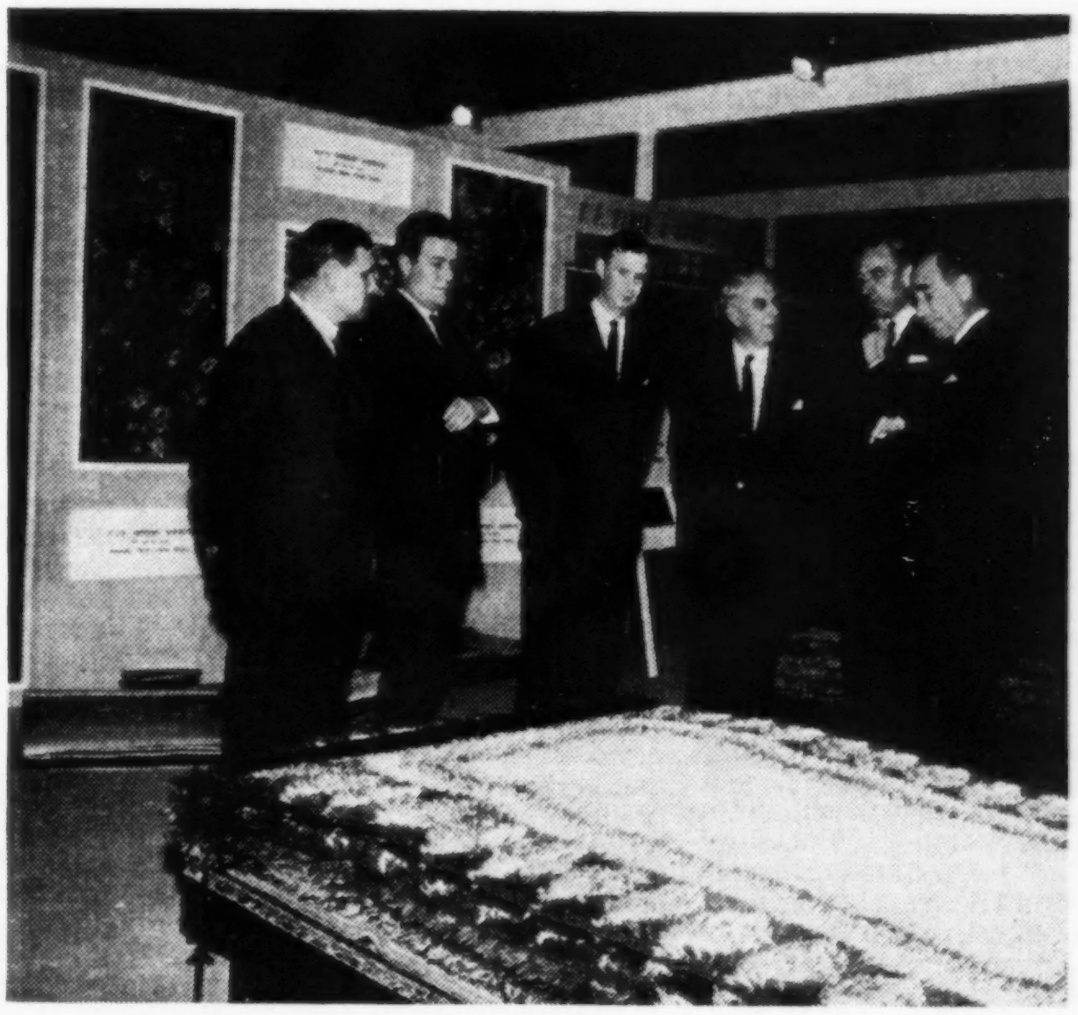


This Spode bone china vase is included in a large selection of Spode antiques chosen from a period of over 200 years, for display at an exhibition to be held at the Museum fur Kunsthandwerk, Frankfurt am Main, Germany. The exhibition, the first of its kind, will open on February 20.

The bone china vase (13½in.) is decorated against a drab brown background with groups of flowers, butterflies and insects exquisitely painted by hand. The gold finish is in various width bands at top edge inside and out and a brush form border pattern is hand gilt. Marked 'Spode' in red, it was manufactured about 1829.



A general view of the third Salon International du Meuble in Paris.



Among the group admiring some of the carpets at the Salon is Mr. F. C. Everson, Economics Minister, Commercial Dept., British Embassy (second right).

Trade Fairs and Exhibitions in the United Kingdom

1965—General

LONDON: 'DAILY MAIL' IDEAL HOME EXHIBITION – March 2-27.
* At Olympia. Apply, Associated Newspapers Ltd., Exhibition Office, Harmsworth House, Bouverie Street, London, E.C.4. (Tel. Fleet Street 6000).

MANCHESTER: BRIGHTER HOMES EXHIBITION – March 9-27.
* At City Hall. Apply, Provinicial Exhibitions Ltd., City Hall Deansgate, Manchester 3 (Tel.: Deansgate 6363).

BRIGHTON: 19TH SUSSEX INDUSTRIES EXHIBITION – September 20-25.
* At Corn Exchange Pavilion Theatre. Apply, Federation of Sussex Industries Ltd., Seven Dials Corner, Brighton 1. Tel. Brighton 26189).

EASTBOURNE: PURCHASING OFFICERS' ASSOCIATION CONFERENCE AND MINIBITION – September 23-25.
* At Winter Garden. Apply, Purchasing Officers' Association, York House, Westminster Bridge Road, London, S.E.1. (Tel. Waterloo 1851).

1965—Specialized

Agriculture, Dairy Industry and Fishing

GLASGOW: SCOTTISH DAIRY SHOW AND NATIONAL STALLION SHOW – February 16-20.
* At Kelvin Hall. Apply, Mr. Stewart Gilmour, C.A., 24, Beresford Terrace, Ayr.

BELFAST: ROYAL ULSTER AGRICULTURAL AND INDUSTRIAL EXHIBITION – May 26-29.
* At Balmoral Show Grounds. Apply, Royal Ulster Agricultural Society, The King's Hall, Balmoral Show Grounds, Belfast 9.

LONDON: WORLD FISHING EXHIBITION – May 27-June 2.
† At Olympia. Apply, Commercial Exhibitions Ltd., The Tower, Shepherds Bush Road, London, W.6. (Tel. Riverside 3071).

SHEPTON MALLET: BATH & WEST AGRICULTURAL SHOW – June 2-5.
* Apply, The Secretary, Bath & West & Southern Counties Society, 3 Pierrepont Street, Bath. (Tel. Bath 3010 and 61465).

MALVERN: THREE COUNTIES AGRICULTURAL SHOW – June 15-17.
* Apply, Three Counties Agricultural Society, Three Counties Showyard, Malvern, Worcestershire.

NORWICH: ROYAL NORFOLK SHOW – June 30-July 1.
* Apply, Royal Norfolk Agricultural Association, Diss, Norfolk.

STONELEIGH ABBEY: THE ROYAL SHOW – July 6-9.
* (Kenilworth). Apply, The Royal Agricultural Society of England, 35 Belgrave Square, London, S.W.1. (Tel. Belgravia 5323).

HARROGATE: THE GREAT YORKSHIRE SHOW – July 13-15.
* At Permanent Showground Site. Apply, Secretary, Yorkshire Agricultural Society, Cliftonfield, Shipton Road, York.

BUILTH WELLS: ROYAL WELSH AGRICULTURAL SHOW – July 20-22.
* Apply, J. A. George Esq., Queen's Road, Aberystwyth.

LONDON: ROYAL DAIRY SHOW – October 26-29.
* At Olympia. Apply, Royal Association of British Dairy Farmers, 17 Devonshire Street, London, W.1. (Tel. Langham 6903/4).

LONDON: ROYAL SMITHFIELD SHOW – December 6-10.
* At Earls Court. Apply, A. A. Goode, Esq., Smithfield Show Joint Committee, Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

LONDON: INTERNATIONAL POULTRY SHOW – December 8-10.
* At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Antiques

LONDON: THE ANTIQUE DEALERS' FAIR AND EXHIBITION – June 9-24.
* At Grosvenor House, Park Lane, W.1. Apply, Captain C. S. Platts, A.C.I.S., Grosvenor House, Park Lane, London, W.1. (Tel. Grosvenor 6363).

HARROGATE: 15TH NORTHERN ANTIQUE DEALERS' FAIR – September 9-16.
* At Royal Hall. Apply, Northern Antique Dealers' Fair Ltd., 408, Leeds Road, Bradford 3, York.

Boats

BIRMINGHAM: BIRMINGHAM BOAT AND HOLIDAY SHOW – February 12-27.
* At Bingley Hall. Apply, Birmingham Boat Show Ltd., 167 Garrison Lane, Small Heath, Birmingham 9. (Tel. Victoria (Birmingham) 3539).

Building

LONDON: THE INTERNATIONAL BUILDING EXHIBITION – November 17-December 1.
† At Olympia. Apply, The Building Trades Exhibition Ltd., 11 Manchester Square, London, W.1. (Tel. Hunter 1951).

Caravans

LONDON: INTERNATIONAL CARAVAN EXHIBITION – September 22-October 2.
* At Earls Court. Apply, Daily Mail Exhibitions Department, Harmsworth House, Bouverie Street, London, E.C.4. (Tel. Fleet Street 6000).

Chemicals

LONDON: 17TH TECHNICAL EXHIBITION – March 22-26.
* At Alexandra Palace, N.22. Apply, The Secretary, Oil and Colour Chemists' Association, Wax Chandlers' Hall, Gresham Street, London, E.C.2. (Tel. Monarch 1439).

Confectionery

LONDON: INTERNATIONAL CONFECTIONERY & ALLIED TRADES EXHIBITION – June 14-18.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Display

LONDON: INTERNATIONAL DISPLAY MARKET WEEK, 1965 – February 23-26.
* At St. Ermin's Hotel, S.W.1. Apply, National Display Equipment Association, 2 Caxton Street, London, S.W.1. (Tel. Abbey 4813/4).

Drawing Office Material and Equipment

LONDON: SECOND INTERNATIONAL REPROGRAPHIC EXHIBITION – REPRO – March 15-19.
† At Earls Court. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

Engineering, Machinery, Machine Tools

LONDON: INTERNATIONAL AUTOMATIC VENDING EXHIBITION – March 29-April 2.
† At Earls Court. Apply, Trades Exhibitions Ltd., Exhibition House, Spring Street, London, W.2. (Tel. Ambassador 2886).

LONDON: LONDON INTERNATIONAL ENGINEERING EXHIBITION – April 21-30.
† At Earls Court and Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LEICESTER: INTERNATIONAL SHOE MACHINERY EXHIBITION – May 3-7.
At the Granby Halls. Apply, Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Monarch 0666).

LONDON: INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION – May 13-21.
† At Crystal Palace. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: MINING MACHINERY EXHIBITION – July 8-17.
At Olympia. Apply, Municipal and Industrial Exhibitions Ltd., 3 Clement's Inn, London, W.C.2. (Tel. Chancery 1200).

LONDON: ENGINEERING MATERIALS & DESIGN EXHIBITION & CONFERENCE – September 13-18.
† At Olympia. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: EIGHTEENTH ENGINEERING EXHIBITION – October 12-14.
* At RHS New Hall, S.W.1. Apply, Engineering Industries Association, 9, Seymour Street, Portman Square, London, W.1 (Tel.: Welbeck 2241).

Factory Equipment

LONDON: INTERNATIONAL FACTORY EQUIPMENT EXHIBITION – November 15-20.
* At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Floor Coverings

LONDON: INTERNATIONAL CARPET LINOLEUM AND FLOOR COVERINGS FAIR – CARPEX '65 – March 1-5.
* At Earls Court. Apply, Trade Fairs and Promotions Ltd., Commonwealth House, 1-19 New Oxford Street London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

LONDON: DELICATESSEN EXHIBITION – March 15-19.
* At Earls Court. Apply, Delicatessen Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

LONDON: LICENSED VICTUALLERS FAIR – March 15-19.
* At Earls Court. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

ABERDEEN: SCOTLAND'S FOOD EXHIBITION – March 30-April 10.
* At the Music Hall. Apply, Scottish Trades Markets and Exhibitions Ltd., City Hall, Deansgate, Manchester. (Tel. Deansgate 6363).

LONDON: SHOP EQUIPMENT AND SELF-SERVICE EXHIBITION – May 17-20.
* At Olympia. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

MANCHESTER: FOOD, COOKERY AND CATERING EXHIBITION – September 7-18.
† At City Hall. Apply, Provincial Exhibitions Ltd., City Hall, Manchester 3. (Tel. Deansgate 6363).

Furniture

LONDON: INTERNATIONAL FURNITURE SHOW – February 1-13.
* At Earls Court. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Handicrafts, Hobbies

LONDON: 2ND EUROPEAN DO-IT-YOURSELF TRADE FAIR – April 5-8.
* At New Horticultural Hall, S.W.1. Apply, Summit Publicity & Public Relations, 52, Shaftesbury Avenue, London, W.1. (Tel. Gerrard 4260).

LONDON: 13TH INTERNATIONAL HANDICRAFTS AND DO-IT-YOURSELF EXHIBITION – September 3-18.
* At Olympia. Apply, A. J. Kreps, Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, Surrey. (Tel.: Municipal 2599).

LONDON: DIY TRADEX. Open 6 days: Tuesday, Wednesdays and Thursdays – September 7, 8, 9 and 14, 15, 16.
At Olympia. Apply, A. J. Kreps Esq., Link House Publications, Link House, Dingwall Avenue, Croydon, Surrey (Tel.: Municipal 2599).

Homes, Household and Hardware

LONDON: INTERNATIONAL TABLEWARE FAIR – TABLEWARE '65 – March 15-20.
* At Earls Court. Apply, Trade Exhibitions Ltd., Exhibition House, 4 Spring Street, London, W.2. (Tel. Ambassador 2886).

Hospital and Medical

LONDON: INTERNATIONAL HOSPITAL EQUIPMENT & MEDICAL SERVICES EXHIBITION – May 31-June 4.
† At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

LONDON: MEDICAL EXHIBITION – May 31-June 4.
* At Olympia. Apply, Contemporary Exhibitions Ltd., Walmar House, 288 Regent Street, London, W.1. (Tel. Museum 5153/5).

Leather, Leather Goods and Footwear

LONDON: LEATHERGOODS, LUGGAGE & HANDBAG FAIR – February 8-12.
* At Mount Royal Hotel, W.1. Apply, The Leather Goods, Luggage and Handbag Fair, Leather Trades House, 9 St. Thomas Street, London, S.E.1. (Tel. Hop 1582).

HARROGATE: AUTUMN SHOES EXHIBITION – April 26-29.
* Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

LONDON. INTERNATIONAL LEATHER FAIR – May 24-27.
* At Alexandra Palace, N.22. Apply, Shoe and Leather News (Exhibitions) Ltd., Spencer House, South Place, London, E.C.2. (Tel. Monarch 0666).

LONDON: FOOTWEAR COMPONENTS EXHIBITION – May 25-27.
* At Washington Hotel, W.1. Apply, R. G. Bowey, Esq., 6, Pembroke House, Upperton Road, Eastbourne, Sussex.

LONDON: "SPRING SHOES" EXHIBITION – October 4-7.
* At Mount Royal Hotel, W.1. Apply, British Footwear Manufacturers' Association, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

Office Equipment and Business Efficiency

BIRMINGHAM: BUSINESS EFFICIENCY EXHIBITION – May 17-22.
* At Bingley Hall. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 4-13.
* At Olympia. Apply, Business Equipment Trade Association, 64 Cannon Street, London, E.C.4. (Tel. Central 7771/2).

Packaging

LONDON: INTERNATIONAL PACKAGING EXHIBITION – May 19-27.
† At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Philately

LONDON: NATIONAL STAMP EXHIBITION – March 19-27.
* At Central Hall. Apply, Philatelic Traders' Society Ltd., 2 Clements Inn, London, W.C.2. (Tel. Chancery 3764).

Photography

LONDON: INTERNATIONAL PHOTO-CINE FAIR – May 13-19.
† At Olympia. Apply, British Organizers Ltd., 52 Grafton Way, London, W.1. (Tel. Euston 7930).

LONDON: INDUSTRIAL PHOTOGRAPHIC & TELEVISION EXHIBITION – November 15-20.
† At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19, New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Plastics

LONDON: INTERNATIONAL PLASTICS EXHIBITION AND CONVENTION – (INTERPLAS) June 16-26.
† At Olympia. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

Radio and Television

LONDON: RADIO AND ELECTRONIC COMPONENT EXHIBITION – May 18-21.
† At Olympia. Apply, Industrial Exhibitions Ltd., 9 Argyll Street, London, W.1. (Tel. Gerrard 1622).

LONDON: INTERNATIONAL RADIO AND TELEVISION EXHIBITION – August 25-September 4.
* At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1 (Tel. Chancery 9011).

Scientific Instruments

MANCHESTER: THE PHYSICS EXHIBITION – April 5-8.
* At the College of Science and Technology. Apply, The Institute of Physics and the Physical Society, 47 Belgrave Square, London S.W.1. (Tel Belgravia 6111).

Sports, Camping

LONDON: NATIONAL ANGLING SHOW – May 11-15.
* At Royal Horticultural Society's Old & New Halls, S.W.1. Apply, A. H. Spink, Esq., National Angling Show. 1965, 145, Oxford Street, London, W.1. (Tel. Gerrard 7281).

LONDON: INTERNATIONAL SPORTS FESTIVAL AND EXHIBITION – August 11-21.
At the Crystal Palace, S.E.19. Apply, Associated Presentations (London) Ltd., Loyalty House, 7 Ship Tavern Passage, London, E.C.3. (Tel. Mincing Lane 4931).

Stationery

MANCHESTER: STATIONERY AND OFFICE EQUIPMENT TRADE FAIR – March 1-5.
* At Belle Vue. Apply, Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

Textiles, Clothing and Accessories

BRIGHTON: SMALLWARES TRADE FAIR – March 1-4.
* At Metropole Hotel. Apply, Trade and Technical Exhibitions Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

LONDON: INTERNATIONAL MEN'S AND BOYS' WEAR EXHIBITION – IMBEX 65 – March 1-5.
* At Earls Court. Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

LONDON: CHILDREN'S TEENAGE FASHION FAIR – April 26-29.
* At Piccadilly Hotel, W.1. Apply, Teenage, Infants' and Girls' Fashion Fair Organization, 92 New Cavendish Street, London, W.1. (Tel. Langham 3353).

LONDON: JUNIOR FASHION FAIR – April 26-29.
* At Horticultural Society's New Hall, S.W.1. Apply, National Children's Wear Association, 40-42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

LONDON: MAKERS-UP FABRIC ASSEMBLY – April 26-30.
* At Mount Royal Hotel, W.1. Apply, UTP. Exhibitions Ltd., Racquet Court, Fleet Street, London, E.C.4. (Tel. Fleet Street 6444).

LONDON AND PROVINCES: BRITISH FASHION WEEKS ('LONDON PRESENTS') – April/May-October/November.
Apply, Mr. A. T. Elvy, Apparel and Fashion Industry's Association and British Export Group, 92, New Cavendish Street, London, W.1. (Tel. Museum 1260 and Langham 3353).

LONDON: 3RD NATIONAL CORSETRY, LINGERIE, SWIMWEAR ACCESSORIES EXHIBITION – June 22-24.
* At Celanese House, Hanover Square, London, W.1. Apply, Ernest Rhodes Exhibitions, 274-278 The Corn Exchange. Fennel Street, Manchester 4. (Tel. Deansgate 4607).

HARROGATE: N.A.O. CONVENTION AND EXHIBITION (Men's and Boys' Wear Exhibition) – September 21-23.
* At Exhibition Hall. Apply, National Association of Outfitters, 21 Cavendish Place, Cavendish Square, London, W.1. (Tel. Langham 2981).

LONDON: JUNIOR FASHION FAIR – October 25-28.
* At Horticultural Society's New Hall, S.W.1. Apply, National Children's Wear Association, 40-42 Oxford Street, London, W.1. (Tel. Museum 1833/4).

Transport

BLACKPOOL: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – May 5-9.
† At Winter Gardens. Apply, British Cycle and Motor Cycle Industries Association, Starley House, Eaton Road, Coventry (Tel. Coventry 27427-8-9).

BRIGHTON: INTERNATIONAL CYCLE AND MOTOR CYCLE SHOW – September 15-19.
At Exhibition Hall. Apply, British Cycle and Motor Cycle Industries Association, Starley House, Eaton Road, Coventry (Tel. Coventry 27427-8-9).

LONDON: INTERNATIONAL MOTOR EXHIBITION – October 20-30.
* At Earls Court. Apply, Society of Motor Manufacturers & Traders Ltd., Forbes House, Halkin Street, London, S.W.1. (Tel. Belgravia 6611).

GLASGOW: SCOTTISH MOTOR EXHIBITION – November 12-20.
† At Kelvin Hall. Apply, The Secretary, The Scottish Motor Trades Association, 3 Palmerston Place, Edinburgh 12 (Tel.: Edinburgh/Caledonian 3643/4).

(*Continued on next page*)

CHANGES IN TRADE FAIRS AND EXHIBITIONS ANNOUNCEMENTS

BECAUSE *of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below*:

	Date last published	Date next published
United Kingdom	... *This issue*	*May* 7
Outside Europe	... *Jan.* 1	*April* 2
Europe ...	... *Dec.* 4	*Mar.* 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

*The Board of Trade Export Promotion and Fairs Branch, Queen Anne's Mansions, Queen Anne's Gate, S.W.*1. (*Tel. Abbey* 7877, *Ext.* 3557, *Germany and Scandinavia:* 2783, *France, Italy, Benelux, Switzerland, Austria, Finland, Greece, Turkey and Middle East:* 3558, *United Kingdom and Rest of the World*) *will be glad to answer general inquiries, but applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation. Export Promotion and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.*
* *indicates event which is held annually at approximately the time stated.*
† *indicates event which is held alternate years at approximately the time stated.*

Amendments and Additions to Classified Lists

The fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on January 1 and December 4, respectively.

EUROPE

Amendments:

MILAN: The Board of Trade have been informed that the International Market for Clothing Textiles (MITAM) will be held from June 9-12, 1965, and not from June 4-9, 1965, as shown in the *Board of Trade Journal* dated January 22, 1965.

The Board of Trade have been informed that the Scientific Congress at Frankfurt will be held from October 4-9, 1965, and that all inquiries should be addressed to Herr S. Szyperski, 4005 Büderich b. Dusseldorf Am Kapittelsbusch 9 and not to the address shown in the *Board of Trade Journal* of January 15.

DUSSELDORF: Interpack title should now be amended to 4th Interpack – International Trade Fair of Packaging Machinery and Materials and Confectionery Machinery and not as shown in the *Board of Trade Journal* of January 22.

DUSSELDORF: The event shown as the Footwear Exhibition should now be amended to Dusseldorf European Footwear Samples Display and not as shown in the *Board of Trade Journal* of January 22.

Additions:

MILAN: INTERNATIONAL EXHIBITION AND CONGRESS OF PREFABRICATION AND OF NEW BUILDING MATERIALS AND SYSTEMS – April 30-May 16, 1965.
Apply, Associazione Italiana Prefabbricazione, Galleria Passarella 1, Milan.

MILAN: INTERNATIONAL EXHIBITION AND MARKET OF HOUSEHOLD GOODS, GLASSWARE, CERAMICS, HARDWARE AND TOOLS – September 4-7, 1965.
* Apply, F. C. Urbach, International Advertising Limited, 23 Lyndhurst Road, London, N.W.3. (Tel. Swiss Cottage 3952.)

GOTHENBURG: INTERNATIONAL SWEDISH HOME AND HOUSEHOLD EXHIBITION (DAGENS HUS-HALL) – September 4-12, 1965.
* Apply, Utstallningen Dagens Hushall, Kopmannens Hus Vasgaten 52, P.O. Box 3067, Gothenburg 3.

Paisley Chamber of Commerce stages design exhibition

Mr. William Ross, M.P., Secretary of State for Scotland, will open the Design for the Future exhibition, a joint enterprise by the recently-formed Paisley Chamber of Commerce & Industry Ltd., and the Scottish Committee of the Council of Industrial Design, in Paisley, on February 15. The exhibition which will remain open until February 27 will feature over 100 new Scottish goods which are winning orders and prestige for their makers in international markets, and a display of Paisley products ranging from jam to motor cars.

Mr. M. A. White, first president of Paisley Chamber, in a statement said: 'It is only recently that we succeeded in forming the Chamber and we have made it a matter of priority to stage this exhibition in co-operation with the Scottish Committee of the Council of Industrial Design as soon as possible. We need it to show ourselves and outsiders how far Paisley has gone towards becoming a strong industrial and commercial community in its own right and how design can make the future even brighter.'

UNITED KINGDOM FAIRS, *continued*

Watch and Jewellery

LONDON: INTERNATIONAL WATCH & JEWELLERY TRADE FAIR – September 13-17.
* At Earls Court. Apply, Industrial & Trade Fairs Ltd., Commonwealth House, 1/19. New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Miscellaneous

LONDON: NATIONAL EXHIBITION OF CAGE BIRDS – December 9-11.
* At Olympia. Apply, 'Cage and Aviary Birds', Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. Waterloo 3333).

1966—Specialized

Boats

LONDON: INTERNATIONAL BOAT SHOW – January 5-15.
* At Earls Court. Apply, National Boat Shows Ltd., 44, Great Queen Street, London, W.C.2. (Tel. Holborn 7481).

Building and Public Works

LONDON: PUBLIC WORKS AND MUNICIPAL SERVICES CONGRESS AND EXHIBITION – November 14-19.
† At Olympia. Apply, Municipal Agency Ltd., 3 Clements Inn, London, W.C.2 (Tel.: Chancery 1200).

Electrical, including Electronics

LONDON: INTERNATIONAL ELECTRICAL ENGINEERS (A.S.E.E.) EXHIBITION – March 23-30.
† At Earls Court. Apply, Electrical Engineers (A.S.E.E.) Exhibition Ltd., 6 Museum House, 25, Museum Street, London, W.C.1. (Tel. Museum 3450).

Engineering Machinery, Machine Tools

LONDON: INTERNATIONAL PIPES, PIPELINES AND PUMPS EXHIBITION – April 18-22.
† At Earls Court. Apply, Technical Exhibitions Ltd., 3/4, Clements Inn, London, W.C.2 (Tel.: Chancery 1200).

LONDON: GAUGE AND TOOL AND POWER PRESS EXHIBITION – May 2-11.
* At Olympia. Apply, Gauge & Tool Makers' Association, Standbrook House, 2/3 Old Bond Street, London, W.1. (Tel. Hyde Park 3451).

LONDON: MECHANICAL HANDLING EXHIBITION – May 10-20.
† At Earls Court. Apply, Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1. (Tel. Waterloo 3333).

LONDON: INTERNATIONAL INSTRUMENTS ELECTRONICS AND AUTOMATION EXHIBITION – May 23-28.
At Olympia. Apply, Industrial Exhibitions Ltd., 9, Argyll Street, London, W.1 (Gerrard 1622).

LONDON: INTERNATIONAL CHEMICAL & PETROLEUM ENGINEERING EXHIBITION – June 15-24.
At Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel. Chancery 9011).

Foodstuffs, Hotel, Catering

LONDON: INTERNATIONAL HOTEL & CATERING EXHIBITION – January 18-27.
† At Olympia. Apply, Hotel & Catering Exhibition (London) Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4. (Tel. Fleet Street 1555).

MANCHESTER: NORTH'S FOOD FAIR 32ND GROCERS' EXHIBITION – May 10-21.
† At Belle Vue. Apply, Alban Curtis, M.S.M.A., F.G.I., Grocers' & Allied Trade Exhibition, 392 Corn Exchange, Manchester 4. (Tel. Blackfriars (Manchester) 4969).

LONDON: BRITAIN'S FOOD FAIR – August 30-September 14.
† At Olympia. Apply, J. Awdry, Esq., Britain's Food Fair, 3, Lygon Place, S.W.1 (Tel.: Sloane 6117).

Hospital and Medical

LONDON: INTERNATIONAL OPTICAL TRADE FAIR – July 5-8.
At Grosvenor House, London, W.1. Apply, Opthalmic Exhibitions Ltd., Columbia House, 69, Aldwych, London, W.C.2 (Tel.: Chancery 6146).

Laundry, Dry Cleaning

LONDON: INTERNATIONAL LAUNDRY, DRY CLEANING & ALLIED TRADES EXHIBITION – July 14-23.
At Olympia. Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1/19 New Oxford Street, London, W.C.1. (Tel Chancery 9011).

Office Equipment and Business Efficiency

LEEDS: BUSINESS EFFICIENCY EXHIBITION – March 21-25.
At Queen's Hall. Apply, Business Equipment Trades Association, 64, Cannon Street, London, E.C.4 (Tel.: Central 7771/2).

LONDON: BUSINESS EFFICIENCY EXHIBITION – October 4-12.
* At Olympia. Apply, Business Equipment Trades Exhibition, 64, Cannon Street, London, E.C.4 (Tel.: Central 7771/2).

Transport

LONDON: INTERNATIONAL COMMERCIAL MOTOR TRANSPORT EXHIBITION – September 23-October 1.
† At Earls Court. Apply, A. A. Goode, Esq., Society of Motor Manufacturers and Traders Ltd., Forbes House, Halkin Street, London, S.W.1 (Tel.: Belgravia 6611).

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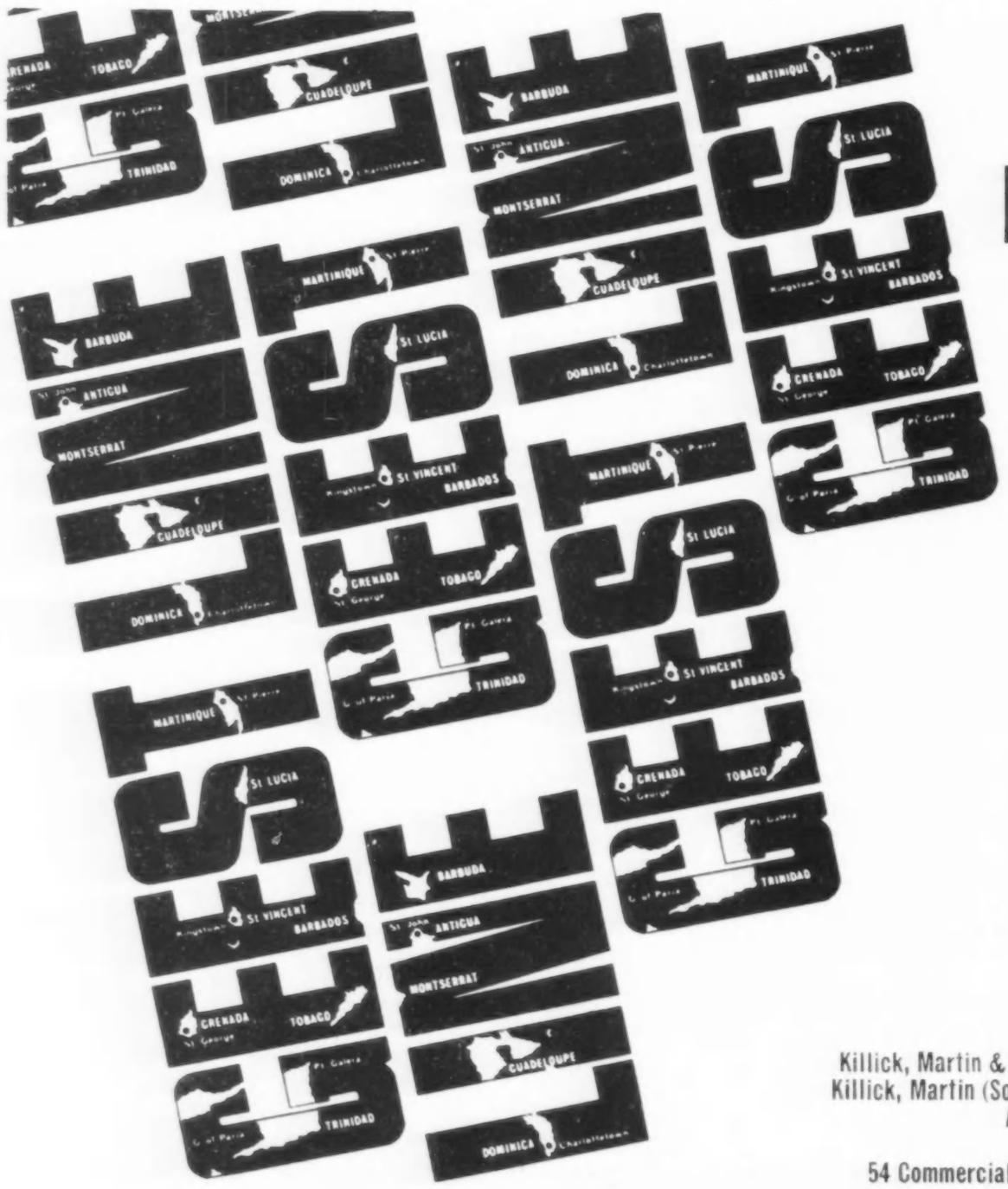

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Overseas Trade and Exports

Greece as a new export market

by J. C. Petersen, Counsellor (Commercial) at the British Embassy, Athens.

MORE AND MORE PEOPLE in Britain know Greece as a delightful land for summer holidays (British visitors are contributing largely to the boom in tourism which is now getting under way) but probably far fewer think of the country as an export market. Nevertheless British exports to Greece have been going up steadily over the last five years and are now running close to the £30 million mark. The number of British businessmen visiting Greece is rising, and the purpose of this article is to provide some general information for anyone who may be interested in this market.

Greece has a population of 8½ million, a figure which is likely to rise to 9½ million by the end of this decade. The country, including the islands, has an area of 50,534 square miles (some 200 square miles more than England) and a long, deeply indented coastline which since classical times has made Greece a nation of seafarers, and which, with almost year-round sunshine, today provides immense attraction for tourists. As most people will recall, Greece suffered not only from enemy occupation during the war, but also from the ravages of a subsequent civil war which exhausted her economy and delayed the beginning of her recovery until 1950.

In 1951 Greek *per capita* national income was only £70. In the following ten years gross national income (at current prices) more than trebled, *per capita* income nearly doubled, and by 1970 the latter is expected to rise to about £200 per head, despite the increase in population. Greek standards of living may still be low by Western European standards, but the rate of growth of her economy has been faster than that of many European countries. Moreover this fast growth has had much less effect on the cost of living than in many comparable cases.

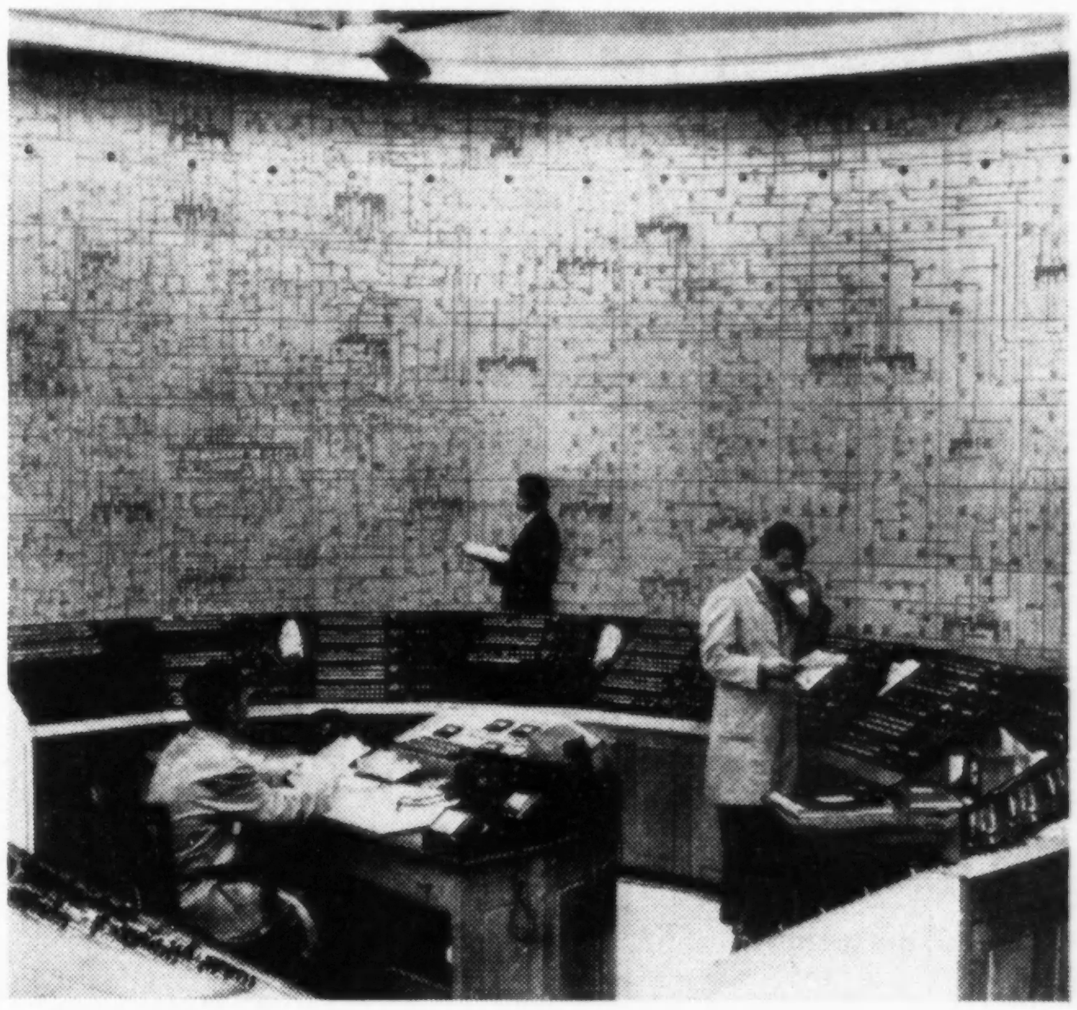
In the five years from September 1959 to September 1964 the official cost of living index rose by less than 8 per cent. The country's gold and hard currency reserves are stable after a period of steady growth and at nearly £100 million are enough to cover well over a full quarter's imports. The drachma has remained steady at £1=Drs. 84 since 1954. The general picture, therefore, is that of an economy of higher than average growth, combined with quite remarkable financial stability.

Import regulations

Despite the fact that all goods are subject to a theoretical form of import licensing, the great majority of 'import approvals' are issued automatically and principally for record purposes. The exceptions to this generalization are certain goods such as diesel engines up to 50 h.p., pumps, certain agricultural equipment and a small range of other products of local Greek industry which are subject to protective measures until such time as Greek factories are better able to meet competition from abroad. In most other cases 'import approval' is granted automatically on presentation of *pro forma* invoices to the nearest Price Validation Committee. The grant of this approval simultaneously validates the contract between supplier and importer in Greek law and, in the case of most categories of manufactured goods, places on the importer the obligation to deposit with his bankers a sum in cash corresponding to a certain proportion of the landed value of the goods concerned. The grant of 'import approval' is in fact, if not in theory, a guarantee that the necessary foreign exchange will be made available by the banking authorities. The system is thus thoroughly liberal, by modern standards, both in theory and in practice. It is also pleasantly automatic.

Greece and the Common Market

Greece became the first associate member of the European Economic Community on November 1, 1962. On that date the first reductions of Greek tariffs in favour of the Community came into force and a second reduction of 10 per cent took place on May 1, 1964. Under the terms of the Agreement of Association (known as 'The Treaty of Athens') Greek tariffs on most imports will be reduced over a period of 12 years, so that by November, 1974, Greece will allow free entry to many goods of Common Market origin. On a wide range of products which are manufactured in Greece, however, the tariff barrier is being dismantled much more



LARGEST SYSTEM OUTSIDE UK

The supervisory systems division of GEC (Electronics) Ltd. has received an order, worth £30,000, from the Public Power Corporation of Greece for an extension to the remote control system supervising the power distribution network in the Athens area. This order, for apparatus to control six new sub-stations, brings the total value of equipment supplied by GEC since the scheme was started in 1951 to well over £150,000. The system, believed to be one of the largest of its kind outside the United Kingdom, enables the power demand of the Athens region to be controlled directly from a common control room. The power supply for the region is generated by two local power stations and then fed to three national grid sub-stations. Primary distribution is via 62 sub-stations.
The central control unit seen here includes a panoramic wall diagram 63ft. long and 14ft. 8in. high to enable staff to see at a glance the feeder connection network and the condition of each sub-station; a control console linked to each of the sub-stations by four pilot wires over which instructions and indications are passed; and the actual control apparatus which is housed beneath the control room.

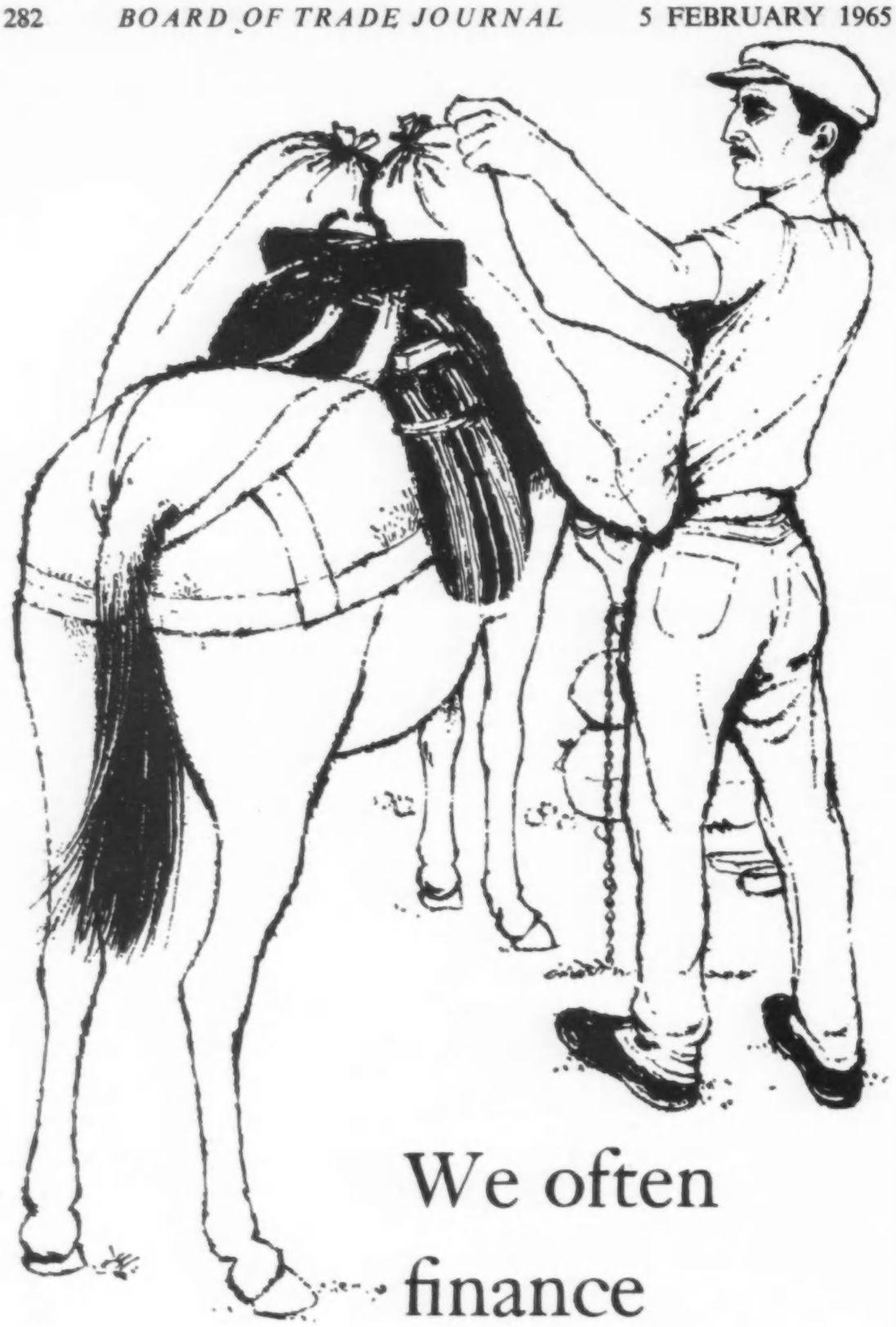
slowly. The time scale for these items is one of 22 years, so that free entry for these goods will not be permitted until November, 1984.

These tariff reductions are bound to affect exporters from third countries, but British trade does not seem to have been prejudiced in the past two years. Indeed, statistics for the first twenty months of Greece's association with the Community indicate that, in spite of the preferences already enjoyed by Community exporters, British exports to Greece have actually increased more rapidly than those from Community countries.

However, the third reduction of the Greek customs tariff for Community exports takes place on November 1, 1965, and the cumulative reduction for the majority of imports from the Common Market countries will then be 30 per cent. By that stage, certain British exports to Greece, notably motor vehicles, will inevitably be meeting tougher competition. Others, however, (such as raw materials) on which the common external tariff is low, should experience no added difficulty. Thus, while considerable efforts will be necessary if we are to maintain our share of the market, there is no reason to be pessimistic about our chances. Moreover, since many items important in Britain's export trade, such as generating and communications equipment, are ordered by Governmental or semi-Governmental organizations which do not pay customs charges, manufacturers in these fields will continue to compete virtually on level terms. But as always, the closer contact that manufacturers and exporters can maintain with the market, the better their chances will be. It should also be borne in mind that there is a growing tendency for Greeks to adopt engineering and other standards, and to recommend the use of banking practices and statistical patterns on the lines of those already standardised in the European Community, so as to achieve harmonization of the Greek economy with that of the other countries concerned.

Protection of foreign investment and capital

The authorities in Greece are well aware that in order to achieve the improvement in the country's living standards for which they strive, Greece must look for foreign capital to help. They realise, furthermore, that if such capital is to be attracted it must be given certain guarantees and inducements. Accordingly, to safeguard foreign investments of this kind, a special law, No. 2687, was passed in 1953, supplemented by further laws in 1961 and 1962.



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The concessions granted by this legislation, over both taxation and the remitting of profits, are substantial, although in practice the Greek Government require to be satisfied that the terms of the investment concerned are genuinely beneficial to the Greek economy before conceding the full range of concessions allowed.

Furthermore, Law 2687 is an entrenched law and cannot be repealed by ordinary Parliamentary legislation, but only by a lengthy process analogous to amending the Greek constitution. In the last two or three years an increasing number of foreign firms have invested capital under the protection of these laws, generally in partnership with Greek firms having an intimate knowledge of the markets concerned.

In doing so, they have frequently been helped by bodies such as the Hellenic Industrial Development Bank (E.T.V.A., of 20, Amalias Avenue, Athens) a semi-public organization which was established in 1964 on the basis of an amalgamation of several smaller organizations having similar purposes. Its aims include giving encouragement to Greek entrepeneurs (most of whom lack experience of large scale modern production and sales methods) to share foreign technical and managerial skills and advising foreign investors how to set about industrial investment in Greece. There are also private investment banks which have capital and useful services to offer in suitable cases.

With a few exceptions, British firms were rather slow to develop an interest in the Greek market after the war, and in many cases continental suppliers made the running and established a firm grip on the market. Western Germany is today Greece's principal trading partner and in 1963 supplied just under 20 per cent of Greece's total imports. But despite growing competition Britain has managed to hold on to 10 per cent of Greece's rapidly expanding import trade and in recent years a number of British firms have bid successfully for contracts put out to international tender by the Greek Government and quasi-Governmental organizations. The normal Greek requirement for the deposit of refundable participation and performance bonds has discouraged some potential suppliers but should not deter firms with genuine confidence in their ability to meet quoted specifications and delivery dates.

The most successful British exports to Greece over the past few years have been textile fibres (particularly wool tops), textile fabrics, tractors and agricultural machinery, excavating and earth moving equipment, motor cars and buses, spinning, weaving and knitting machinery, and radio telecommunications equipment. Less successful have been our efforts in the field of line telecommunications equipment, lifts and hoisting equipment, mining equipment, machine tools, electrical machinery, medical, optical and photographic goods, lorries, vans and motor cycles. The most surprising

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gap in our export performance has been in the field of consumer durables, particularly household electrical appliances, a market now dominated by the Germans whose prices and domestic credit terms have hitherto procured them a decided advantage over their competitors. But there is a rapidly growing demand in Greece for consumer durables of all kinds and this side of the market deserves greater attention from our exporters.

New initiatives in the tourist industry, the construction of new facilities for shipbuilding and repair, new projects in the petrochemical and other heavy industry and the inevitable expansion of utilities and services all offer promising fields for main or subcontracting and the supply of equipment and material in the next few years. These possibilities are best explored on the spot preferably with the help of a reliable agent.

As Greece progressively reduces her tariffs on imports from the countries of the Common Market, British firms will find continental competition, particularly on prices, becoming even more formidable. One way of partially overcoming this difficulty is for British firms to arrange some form of local packing, assembly or manufacture with a Greek partner. This method has already been successfully adopted by a number of firms, including some British ones, and there are still opportunities of this nature, particularly in the secondary industries, usually calling for a modest initial investment.

Conclusions

In general, British goods enjoy a remarkably high reputation in Greece and we should take advantage of this natural goodwill by attacking the market as thoroughly and consistently as our competitors. No export market these days can be called an easy one and in Greece, as in other countries, there is keen competition over price, delivery dates and credit terms. Any increased British interest in this market will be genuinely and warmly welcomed by the Greeks. They understand our preoccupations in the Commonwealth and elsewhere but they have sometimes felt since the war that they have been neglected by Britain with whom, despite occasional political differences, they show every desire to maintain close economic and cultural ties.

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Western Germany

AN AGREED MINUTE on the exchange of goods between the United Kingdom and the Federal Republic of Germany was signed in Bonn on January 20, covering the period from January 1 to December 31, 1965. In its essentials this agreement continues the trade arrangements agreed upon in July 1963 and subsequently modified in February 1964 (*Board of Trade Journal* of July 26, 1963, and February 27, 1964), except that the quota for ice cream will now also include ice cream mix. The following items which were liberalized during the past year, have been deleted from the list of bi-lateral quotas: furs, roasted and salted peanuts, almonds, etc., and canned and carcase meat.

All inquiries regarding this announcement should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 367, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2307).

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Catalogues may be had of the Auctioneers, Gloucester Market (Tel. 25717).

Norway and East Germany

A TRADE AGREEMENT between Norway and East Germany covering trade between the two countries for 1965 was signed in Berlin on December 1, 1964.

The agreement provides for trade in each direction to a value of 61·6 million kroner, an increase of 100,000 kroner over the proposed figure for 1964.

Principal Norwegian exports to East Germany for which quotas are provided are herrings and other fish, fishmeal, fatty acids and alcohols, cellulose, rolling mill products and aluminium.

East German exports to Norway are to include sugar, textiles, chemicals, musical instruments, glass and ceramics and office machinery.

Detailed information is available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 7127/G.

Norway and Poland

A TRADE AGREEMENT between Norway and Poland for the period January 1, 1965 to December 31, 1967, was signed in Warsaw on October 30, 1964, and provides for the annual exchange of quota lists.

Under this agreement Norway will export to Poland fresh and frozen fish, fishmeal, hardened whale and herring oil, medical and industrial cold liver oil, chemical products including pvc and liquid chlorine, chemical viscose and paper pulp, staple fibres, rayon wool yarn and other textiles, iron ore, pig iron, rolling mill products, aluminium, fish hooks, argon and inert gases, machinery including ships' equipment, raw hides, magnesium, ferro-alloys including silicon, steel ropes, and miscellaneous goods.

Poland will export to Norway mineral oils and various textile goods. Other Polish commodities for export to Norway were not specified.

The Trade Agreement is accompanied by a Payments Agreement, providing for all payments to be effected in free convertible currency.

All inquiries relating to this notice, should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel Abbey 7877, Ext. 2258), quoting reference CRE 5748/G.

France and Czechoslovakia

THE FRENCH *Moniteur Officiel du Commerce International* of January 1, 1965, announced that by an exchange of letters dated December 22, 1964, the Governments of France and Czechoslovakia agreed to put into effect the dispositions of the Trade Agreement of January 16, 1964, relating to the exchange of trade for 1965.

The full French text of the announcement may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

Italy and Albania

A LONG-TERM trade agreement was signed at Tirana on December 19, 1964, between Italy and Albania.

Quota lists identical with those for 1964 have been established for the year 1965 and will form a basis for future years, although the size of the quotas may be increased.

The Italian text of the quota lists can be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 449, 450). Please refer to CRE 2292G.

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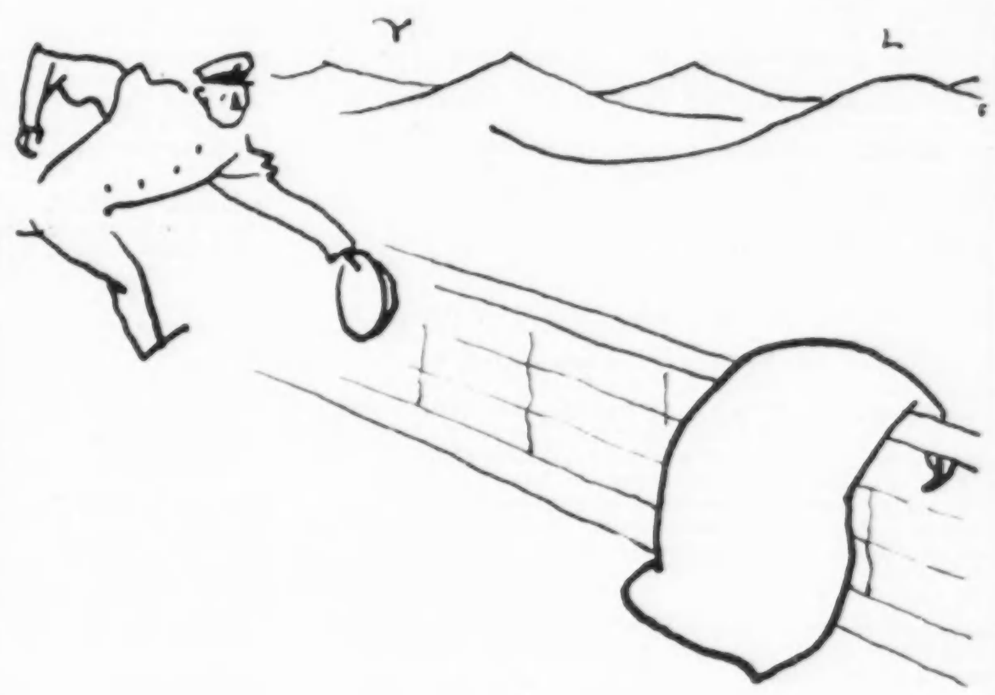

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Information for exporters

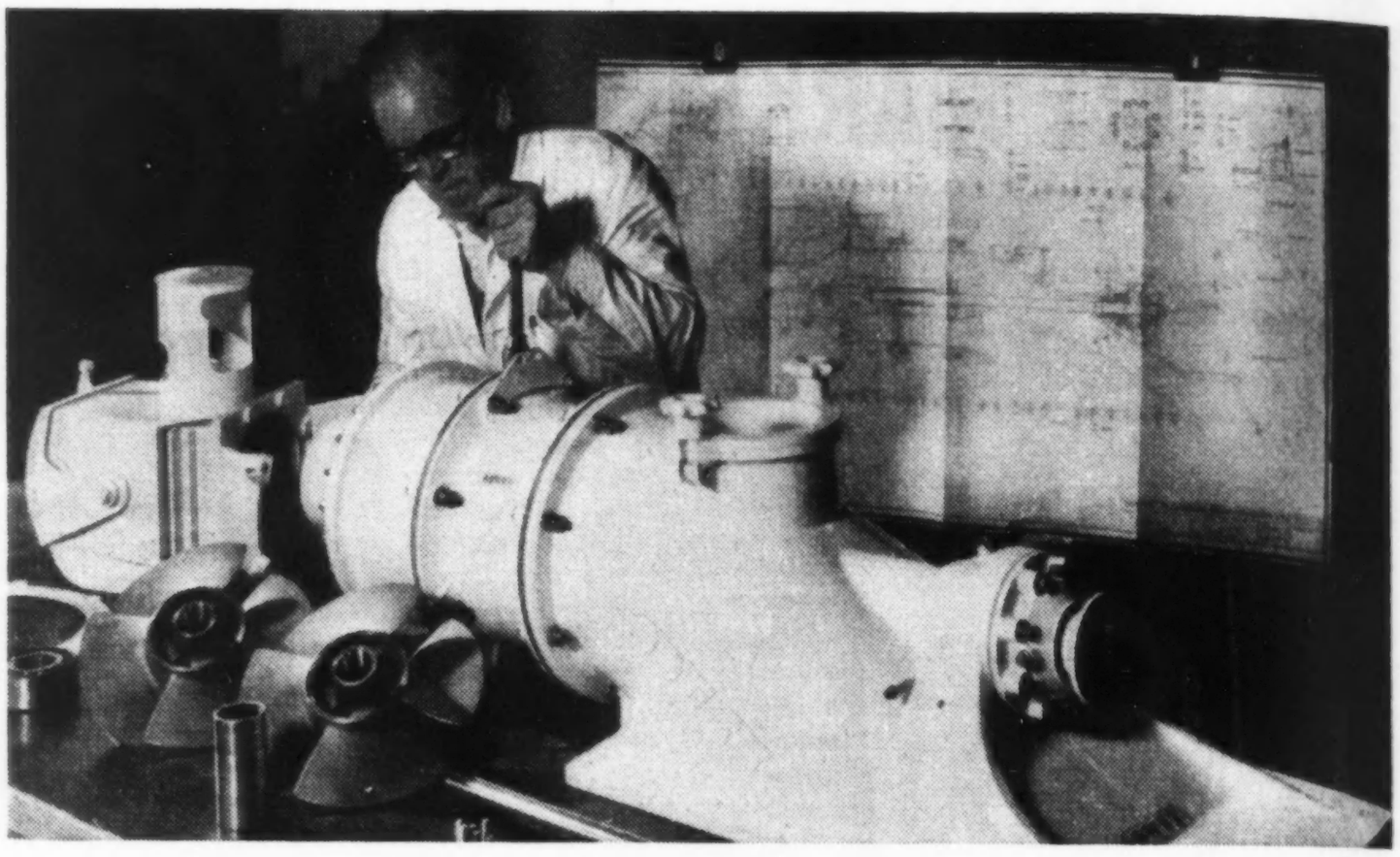
Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily, is available to manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H35, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**



A Dowty 12-inch, two-stage marine jet propulsion unit destined for shipment to Canada for installation in a special launch for hydro-electric survey work. Similar units are also being exported to Nigeria, South Africa and Italy.

AUSTRALIA

Adjustor Tools for Postmaster-General's Department, Melbourne. March 18. E.S.B. 2898/65.*

Building Construction for Ministry of Works, Adelaide. Closing date not known. E.S.B. 2857/65.

Hydro-Electric Equipment for Snowy Mountains Hydro-Electric Authority. May 21. E.S.B. 1773/65.*

Mechanical Handling Equipment for Corporation of the Treasurer of Queensland. February 23. E.S.B. 2811/65.

Pantographs for Victorian Railways, Melbourne. February 24. E.S.B. 3120/65.*

Rotary Distributor for Metropolitan Water, Sewerage and Drainage Board, Sydney. February 23. E.S.B. 2251/65.

Switchgear for Brisbane City Council. February 19. E.S.B. 2900/65.

Transformers for Electricity Commission of New South Wales. March 15. E.S.B. 2699/65.*

Transformers for State Electricity Commission of Victoria. April 5. E.S.B. 3121/65.*

Transmission Line for Southern Electricity Authority of Queensland. March 29. E.S.B. 2805/65.

Metropolitan Water, Sewerage and Drainage Board:

Sewage Equipment. Feebruary 23. E.S.B. 2813/65.*

Sewage Equipment. February 23. E.S.B. 2814/65.

BURMA

Motor Cycle Spare Parts for People's Stores Corporation. February 20. E.S.B. 2615/65.*

Burma Railway Board:

Cranes. March 1. E.S.B. 2621/65.*

Fire Bricks. February 28. E.S.B. 2625/65*

Socialist Economy Construction Committee:

Ball Bearings. February 26. E.S.B. 2617/65.*

Compressors. February 22. E.S.B. 2622/65.*

Steel. February 22. E.S.B. 2623/65.*

CANADA

Buses for Regina City Council. February 19. E.S.B. 3113/65.

Manitoba Hydro Engineering Division:

Microwave Radio Control System. February 18. E.S.B. 2812/65.

Transformers. February 18. E.S.B. 2899/65.*

CEYLON

Matchwax for Ceylon Petroleum Corporation. March 1. E.S.B. 2834/65.*

Metal Containers for Marketing Department Canning Factory. March 31. E.S.B. 2835/65.

Ministry of Health:

Sewerage Scheme. (Further Information.) Tender documents now available. E.S.B. 1720/65.*

Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 1721/65.*

Pharmaceuticals. April 20. E.S.B. 2837/65.*

COSTA RICA

Caja Costarricense de Seguro Social:

Medical Tablets. February 17. E.S.B. 2289/65.*

Toilet Paper. February 19. E.S.B. 2206/65.*

Instituto Costarricense de Electricidad:

Hand Tools and Workshop Equipment. February 22. E.S.B. 1768/65.*

Transformers. February 26. E.S.B. 1767/65.*

Metals. March 4. E.S.B. 1753/65.*

Telecommunication Equipment. February 27. E.S.B. 2290/65.*

Welding Plant. February 17. E.S.B. 1754/65.*

EGYPT

Egyptian Railways:

Steel Spring Washers. March 8. E.S.B. 1775/65.

Ribbed Sole Plates. April 3. E.S.B. 1776/65.

Permanent Way Equipment. April 17. E.S.B. 1777/65.

Wood Inserts. April 20. E.S.B. 1778/65.

FORMOSA

Central Trust of China:

Meters. February 23. E.S.B. 2875/65.*

Steel Bolt Studs. February 22. E.S.B. 2874/65.*

Surveying Equipment. February 23. E.S.B. 2873/65.*

Ball and Roller Bearings. February 23. E.S.B. 2877/65.*

Arc Welder. February 19. E.S.B. 3156/65.*

Switches and Starters. February 24. E.S.B. 3157/65.*

Chemicals. February 22. E.S.B. 3158/65.*

Laboratory Equipment. February 27. E.S.B. 3159/65.*

Babbit Metal. February 18. E.S.B. 3160/65.*

Testing Machine. February 25. E.S.B. 3161/65.*

Vat Dyestuff Powder. (Further Information.) Closing date (on re-issue) is February 18. E.S.B. 35448/64.

Pipes. February 18. E.S.B. 2871/65.*

Bottle Crater. February 23. E.S.B. 2872/65.*

Welder. February 22. E.S.B. 2880/65.*

Nylon Yarn. February 24. E.S.B. 2876/65.*

FRANCE

Allied Forces, Central Europe:

Plate Maker. February 20. E.S.B. 2239/65.*

Printing Machine. February 20. E.S.B. 2248/65.*

Blue Print Machine. February 20. E.S.B. 2249/65.*

Rags. February 25. E.S.B. 3138/65.*

Paint. February 25. E.S.B. 2262/65.*

GABON

Public Works Equipment for Ministere des Travaux Publics. Closing date not known. E.S.B. 2279/65.

GERMANY

Vehicles for Headquarters Northag/Twoataf. March 31. E.S.B. 1156/65.*

NATO Infrastructure Contract:

Earthworks, Road and Building Construction for the German Authorities. Apply by March 3. G.D. 648/64 (371).

GREECE

Ministry of Trade:

Office Machinery. (Re-issue of Tender.) Closing date now February 18. E.S.B. 29961/63.*

Voltage Regulator. February 22. E.S.B. 2680/65.*

INDIA

Crane for Madras State Electricity Board. Closing date postponed to March 3. E.S.B. 36322/64.*

Distillation Plant for Board of Revenue, Andhra Pradesh (Further Information.) E.S.B. 707/65.

Foundry Equipment for Chittaranyan Locomotive Works. March 31. E.S.B. 2653/65.

Liners for Southern Railways, Madras. February 19. E.S.B. 2691/65.

Multichannel Communications for S.E. Railway. (Further Information.) Closing date postponed to February 22. E.S.B. 35885/64.*

Radial Gates and Hoists for Talangana Irrigation Project, Hyderabad. February 25. E.S.B. 2692/65.

Switchgear for U.P. State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 1164/65.*

Transformers for Punjab State Electricity Board. May 10. E.S.B. 2866/65.

Wheels and Axles for Ministry of Railways. Closing date for Group 1 March 10. Closing date for Group 2 March 23. E.S.B. 2645/65.*

For RELIABLE TECHNICAL, CHEMICAL, COMMERCIAL and LEGAL

TRANSLATIONS

Contact:– Dr. FRY'S TRANSLATION SERVICE

2, Victoria Gardens, Ladbroke Road, Notting Hill Gate, London, W.11 Telephone: PARK 5087 and 7163

Neyveli Lignite Corporation Ltd.:
Hoist. March 16. E.S.B. 2694/65.
Transformers. February 27. E.S.B. 2687/65.
Seas Purchase Organization:
Hoists. March 15. E.S.B. 2647/65.
Hydraulic Pumps. April 7. E.S.B. 2646/65.
Kerala State Electricity Board:
Communication Equipment. March 16. E.S.B. 2830/65.
Power Tunnel Intake Gate. (Further Information.) Closing date postponed to March 2. E.S.B. 35256/64.
Supplies and Disposals Directorate:
Construction and Surveying Equipment. February 26. E.S.B. 2235/65.*
Hot Sawing Machine. March 4. E.S.B. 2236/65.*
Machine Tools. March 9. E.S.B. 2639/65.*
Machine Tools. (Further Information.) Tender documents now available. E.S.B. 975/65.*
Welding Plant. March 4. E.S.B. 2867/65.*
Wood Sawing Machine. March 5. E.S.B. 2642/65.*
Lead. March 4. E.S.B. 2641/65.*
Bombay Institute of Technology:
Measuring Instrument. (Further Information.) Tender documents now available. E.S.B. 37377/64.*
Deformeter with Microscope. (Further Information.) Tender documents now available. E.S.B. 37374/64.*
Generator. (Further Information.) Tender documents now available. E.S.B. 37383/64.*
Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 37382/64.*
Lathe. (Further Information.) Tender documents now available. E.S.B. 37378/64.*
Steam Turbine. (Further Information.) Tender documents now available. E.S.B. 37376/64.*
Voltmeter. (Further Information.) Tender documents now available. E.S.B. 37380/64.*
Measuring Instrument. (Further Information.) Tender documents now available. E.S.B. 37381/64.*
Oxy-acetylene. (Further Information.) Tender documents now available. E.S.B. 37375/64.*
Lathe. (Further Information.) Tender documents now available. E.S.B. 37379/64.*
Indian Telephone Industries Ltd.:
Adjusters. February 26. E.S.B. 2677/65.
Brass Tubes. March 5. E.S.B. 2670/65.
Blue Print Paper. February 19. E.S.B. 2803/65.
Fibre Sheets. (Further Information.) Closing date postponed to March 5. E.S.B. 38191/64.*
Mild Steel. March 12. E.S.B. 2801/65.
Magnetic Steel. March 26. E.S.B. 2667/65.
Brass Rods and Strips. March 19. E.S.B. 2668/65.
Switch Board Cables. February 19. E.S.B. 2802/65.
Nickel Silver. March 26. E.S.B. 2678/65.
Steel. March 12. E.S.B. 2666/65.
Magnetic Steel. March 12. E.S.B. 2669/65.
Metals. February 26. E.S.B. 2804/65.

IRAN
Tarpaulins for Foreign Transactions Co. of Iran. March 3. E.S.B. 2849/65.*
Metal Smelting and Mining Company:
Stone Crusher. March 9. E.S.B. 2688/65.*
Tractors. February 22. E.S.B. 2689/65.*
Iranian State Railways:
Pentachloro Phenol. April 10. E.S.B. 2851/65.*
Surveying Instruments. (Further Information.) This tender has been cancelled. E.S.B. 574/65.
Tipping Lorries. April 5. E.S.B. 2850/65.*

IRAQ
Construction Project for Tobacco Monopoly Administration. (Further Information.) Tender documents now available. E.S.B. 1727/65.*
Oil Plant Construction for Ministry of Oil. (Further Information.) Closing date postponed to May 4. E.S.B. 35824/64.
Syringes for General Drugs and Chemicals Imports and Distribution Co. (Further Information.) Tender documents now available. E.S.B. 984/65.*
Ministry of Education:
Plastics Working Machinery. (Further Information.) Tender documents now available. E.S.B. 983/65.*
Globes. (Further Information.) Tender documents now available. E.S.B. 985/65.*
Ministry of Municipal and Rural Affairs:
Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 729/65.*
Water Supply Scheme. (Further Information.) Tender documents now available. E.S.B. 732/65.*
Iraqi Ports Administration:
Metals. February 18. E.S.B. 2843/65.
Paint. February 25. E.S.B. 2844/65.
Steel. February 18. E.S.B. 2840/65.
Crane. March 4. E.S.B. 2841/65.
Insecticide Sprayers. February 18. E.S.B. 2842/65.
Ministry of Finance:
Aluminium Trays. February 27. E.S.B. 2847/65.
Electric Fans. March 10. E.S.B. 2848/65.
Images Orthicon. March 11. E.S.B. 2846/65.
Audio Tape. March 11. E.S.B. 2845/65.

IRISH REPUBLIC
Bridge Construction for Longford County Council. March 1. E.S.B. 2626/65.
Gas Plant for Clonmel Corporation Gas Department. May 6. E.S.B. 2818/65.
Lifting Bridge for Roscommon County Council. March 1. E.S.B. 2234/65.
Pumping Plant for Waterford County Council. February 25. E.S.B. 1791/65.
Sewerage Treatment Plant for Cavan County Council. February 19. E.S.B. 1792/65.

ITALY
Vehicles for Allied Forces, Southern Europe. February 19. E.S.B. 2606/65.*

JORDAN
Chemicals for Jordan Petroleum Refinery Co. Ltd. February 10. E.S.B. 2280/65.

KOREA
Food Processing Machinery; Laboratory Equipment for Office of Supply, Seoul. March 16. E.S.B. 2655/65/D.L.F.

KUWAIT
Pumps for Ministry of Electricity and Water. February 20. E.S.B. 2216/65.*

LIBYA
Constructional Project for Barce Reconstruction Organization. (Advance Information.) E.S.B. 2560/65.*
Central Tender Board:
Constructional Project. March 15. E.S.B. 2264/65.
Highway Construction. February 22. E.S.B. 2267/65.

MALAWI
Government Central Tender Board:
Ropes and Twines. February 19. E.S.B. 2282/65.
Brake Fluid. February 19. E.S.B. 2283/65.
Textiles. March 5. E.S.B. 2284/65.

MALAYSIA
Water Treatment Plant for State Tender Board. March 13. E.S.B. 2243/65.*
Public Works Department:
Air-conditioning Equipment. March 5. E.S.B. 2644/65.
Electrical Equipment. February 24. E.S.B. 2202/65.
Gas Holders. February 19. E.S.B. 2651/65.

MOROCCO
Medical Equipment for La Pharmacie Centrale. (Prequalification.) March 30. Tender documents (in French) available. E.S.B. 1794/65.*

NEW GUINEA
Post Hole Borer/Pole Lifter for Papua and New Guinea Electricity Commission. February 23. E.S.B. 2243/65.*

NEW ZEALAND
Cables and Accessories for Dunedin City Corporation Electricity Department. March 29. E.S.B. 2904/65.*
Railway Turnouts and Crossings for Napier Harbour Board. March 8. E.S.B. 2201/65.*
General Post Office:
Cloth. February 17. E.S.B. 2211/65.*
Binders. March 3. E.S.B. 3152/65.*
Railway Equipment. March 3. E.S.B. 3140/65.*

NORWAY
Vehicles for Headquarters Allied Forces, Northern Europe. February 17. E.S.B. 2656/65.*

PAKISTAN
Cable for Pakistan Telegraph and Telephone Department. February 24. E.S.B. 2281/65.
East Pakistan Water and Power Development Authority:
Transformer. February 20. E.S.B. 2819/65.*
Oil Circuit Breakers. Closing date postponed to February 20. E.S.B. 35414/64.*
Directorate of Supply:
X-Ray Equipment. February 17. E.S.B. 2885/65.*
Road Rollers. February 22. E.S.B. 2889/65.*
Crane. February 22. E.S.B. 2888/65.*

PHILIPPINES REPUBLIC
Mechanical and Electrical Equipment and Machinery for Bureau of Public Works. Closing date not known. E.S.B. 2609/65.*
National Waterworks and Sewerage Authority:
Cement March 10. E.S.B. 2613/65.*
Steel. March 10. E.S.B. 2614/65.*

SAUDI ARABIA
Road Construction for Ministry of Communications. March 17. E.S.B. 2858/65.

SOUTH AFRICA
Cape Provincial Administration:
Hospital Rubber Items. February 23. E.S.B. 3128/65.*
Laboratory Apparatus. February 23. E.S.B. 3126/65.*
School Equipment. February 26. E.S.B. 3127/65.*
State Tender Board:
Clamps and Hooks. February 18. E.S.B. 3146/65.*
Paints. February 18. E.S.B. 3147/65.*
Mattress Lock Stitch Machine. February 17. E.S.B. 3142/65.*
Laboratory Glassware. February 17. E.S.B. 2254/65.*
Recording Unit. February 17. E.S.B. 2224/65.*
Telephone Control Equipment. February 18. E.S.B. 2222/65.*

SPAIN
Roadworks for Ministerio de Obras Publicas. (Prequalification Tender.) February 18. E.S.B. 2244/65.
Scientic Apparatus for Ministerio de la Gobernicion. (Advance Information.) Closing date not known. E.S.B. 2633/65.

SUDAN
Sulphate of Alumina for Central Electricity and Water Administration. February 20. E.S.B. 2297/65.*

TANZANIA
Central Tender Board:
Antibiotics; Transfusion Sets; X-Ray Films. March 5. E.S.B. 2270/65.
Hand Tools. February 18. Tender documents (conditions) available. E.S.B. 2268/65.*
Hoes. March 11. E.S.B. 2863/65.*
Polishes. March 11. E.S.B. 2859/65.*
Sulphate of Alumina. February 25. E.S.B. 2269/65.*

THAILAND
Aluminium Foil for Thailand Tobacco Monopoly. February 19. E.S.B. 2601/65.
Office Machinery for Department of Technical and Economical Co-operation. March 15. E.S.B. 2292/65/D.L.F.*

TRINIDAD
Medicines and Drugs for Ministry of Health. February 20. E.S.B. 2285/65.*

TURKEY
Tyres and Tubes for Allied Land Forces, South Eastern Europe. March 1. E.S.B. 1787/65.*

URUGUAY
State Electricity Board:
Cathode Dischargers. March 11. E.S.B. 2635/65.
Sub-station Equipment. (Further Information.) Closing date postponed to March 19. E.S.B. 30352/64.*
Transformer Station Equipment. (Further Information.) Closing date postponed to March 23. E.S.B. 30349/64.*
Conductor and Accessories. March 12. E.S.B. 2636/65.
Transformers. March 10. E.S.B. 2634/65.
State Oil Refinery:
Caustic Soda. March 12. E.S.B. 2630/65.
Pipes, Valves and Fittings. March 16. E.S.B. 2629/65.
Pipes and Accessories. March 12. E.S.B. 2628/65.

ZAMBIA
Central Supply and Tender Board:
Beds. February 19. E.S.B. 2861/65.*
Suture Needles. February 26. E.S.B. 2860/65.*

THE
LIVERPOOL WAREHOUSING
CO. LTD.
STORAGE AND TRANSPORT
CENTRAL 6611 (20 lines) THE OLD HALL, LIVERPOOL 3. TELEX 62472
AND AT
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TRAFFORD PARK ROAD
TRAFFORD PARK 4757/8 & 0320
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SOUTHAMPTON 27851/2

Agency and export opportunities, market surveys, etc.

Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 427). Please quote reference numbers in all inquiries.

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Australia
Agency inquiry for toys; wallpapers; fancy goods; novelties. (E.S.B. 30752/64.)
Inquiry for wire tying machines. (E.S.B. 1952/65.)
Automotive accessories exhibition. (E.S.B. 38481/64.)

Austria
Inquiry for plastics laminated sheeting. (E.S.B. 29842/63.)
Inquiry for prefabricated concrete buildings. (E.S.B. 2565/65.)

Belgium
Agency inquiry for men's and women's knitwear. (E.S.B. 2062/65.)

Canada
Agency inquiry for coal mining equipment and supplies; steel making equipment and supplies. (E.S.B. 2328/65.)
Agency inquiry for hand tools. (E.S.B. 2035/65.)
Agency inquiry for dental instruments, equipment and supplies. (E.S.B. 2406/65.)
Inquiry in respect of research laboratory. (E.S.B. 1064/65.)
Inquiry for heavy water plant. (E.S.B. 1064/65.)
Inquiry for chemicals. (E.S.B. 2444/65.)
Inquiry for giftwear; novelty items. (E.S.B. 2129/65.)
Inquiry for confectionery. (E.S.B. 2563/65.)

Ceylon
Inquiry in respect of iron foundry project. (E.S.B. 1906/65.)

Colombia
Inquiry for machinery and plant for an asbestos-cement factory. (E.S.B. 19211/64.)
Inquiry for packaging machinery; soap and detergents. (E.S.B. 1962/65.)

Denmark
Inquiry for thermometers. (E.S.B. 37492/64.)
Inquiry for dish washing machines; electric rotary ironers. (E.S.B. 2529/65.)
Market report on chains and parts. (E.S.B. 38005/64.)

Fiji
Agency inquiry for footwear; footwear materials; suitcases; textiles. (E.S.B. 2446/65.)

Formosa
Inquiry for phenol. (E.S.B. 606/65.)

France
Inquiry for furniture. (E.S.B. 3062/65.)
Inquiry for sanitary ware. (E.S.B. 2369/65.)
Inquiry for household electrical equipment. (E.S.B. 2144/65.)
Inquiry for concrete reinforcing structures; security locks; steel sheetings. (E.S.B. 2107/65.)
Inquiry for printing supplies and equipment. (E.S.B. 2195/65.)
Inquiry for industrial ventilators; central heating radiators. (E.S.B. 2108/65.)
Manufacture under licence – electronic, radio and light mechanical equipment. (E.S.B. 1473/65.)
Market report on sanitary ware. (E.S.B. 30619/64.)

Germany, Federal Republic of
Agency inquiry for sewage and water works equipment; sintered metal components and magnets. (E.S.B. 2472/65.)
Agency inquiry for furniture. (E.S.B. 2399/65.)
Inquiry for dresses. (E.S.B. 2398/65.)
Inquiry for fudge. (E.S.B. 2400/65.)
Inquiry for yarns. (E.S.B. 2552/65.)
Import opportunity – salted herring. (C.R.E. 66/65.)

Ghana
Inquiry for knitwear machinery. (E.S.B. 2559/65.)
Inquiry for domestic gas appliances. (E.S.B. 2568/65.)

Greece
Inquiry for clothing; foodstuffs; footwear; liqueurs; spirits. (E.S.B. 2336/65.)

Hong Kong
Selling to the Government. (E.S.B. 2544/65.)

India
Collaboration – fibre glass products. (E.S.B. 26468/64.)

Iraq
Inquiry for supplies for the shoe industry. (E.S.B. 1863/65.)

Israel
Agency inquiry for smokers' requisites. (E.S.B. 2578/65.)
Agency inquiry for confectionery; grocery lines; shoe polish. (E.S.B. 2378/65.)
Agency inquiry for knitting machines. (E.S.B. 26217/64.)
Agency inquiry for cast iron pipes; food processing equipment; petrochemical equipment. (E.S.B. 814/65.)
Agency inquiry for electronic equipment; electric timers and counters; valves. (E.S.B. 2569/65.)
Inquiry for quarry equipment; automatic steam generators – further information. (E.S.B. 1496/65.)

Italy
Inquiry for abrasives; accessories for industrial x-ray equipment; charts; didactic apparatus; laboratory glassware; mechanical instruments; manometers and gauges – further information. (E.S.B. 1598/65.)

Jamaica
Inquiry for sanitary ware. (E.S.B. 2702/65.)

Kuwait
Agency inquiry for electrical appliances and equipment; gas cooking ranges; photocopying machines; water filters. (E.S.B. 2558/65.)
Inquiry for kitchen equipment for schools. (E.S.B. 1515/65.)
Trading through intermediaries. (E.S.B. 979/G.)

Lebanon
Collaboration – tunnel project. (E.S.B. 38505/64.)

Malaysia
Agency inquiry for water heaters; wiring accessories. (E.S.B. 9584/64.)
Inquiry for chinaware; cutlery; glassware; hotel furnishings. (E.S.B. 1860/65.)

New Guinea
Inquiry for tea processing machinery. (E.S.B. 2448/65.)

Portugal
Agency inquiry for knitwear. (E.S.B. 2363/65.)

South Africa
Inquiry for aviation equipment; foundry machinery and accessories; railway equipment. (E.S.B. 1573/64.)
Inquiry for patent medicines and similar products. (E.S.B. 32197/64.)

Sudan
Agency inquiry for foodstuffs. (E.S.B. 2567/65.)
Inquiry for agricultural machinery; tree clearing equipment. (E.S.B. 34102/64.)

Switzerland
Agency inquiry for cosmetics; foodstuffs; sauces; toilet articles; whisky. (E.S.B. 2379/65.)
Agency inquiry for automotive components; electrical equipment; garage machinery and equipment; mechanical handling equipment; outboard motors. (E.S.B. 2573/65.)
Inquiry for machine tools. (E.S.B. 2566/65.)

Uganda
Inquiry for presses for making suitcases; fittings for suitcases. (E.S.B. 2553/65.)
Inquiry for blotting paper machinery; tin plate. (E.S.B. 2449/65.)

United States of America
Inquiry for building materials. (E.S.B. 38016/64.)
Inquiry for catering and ancillary equipment. (E.S.B. 2001/65.)
Inquiry for stamping dies. (E.S.B. 2071/65.)
Joint venture – special purpose hydraulic tools. (E.S.B. 2338/65.)
Promotion of British goods in United States department stores – further information. (E.S.B. 36822/64.)

Various Countries
NATO infrastructure contract awards. (G.D. 2408/62.)

Australia; South Africa; United States and countries in Europe.

Chas. Page and Co. Ltd., 52, Grosvenor Gardens, London, S.W.1. (Tel: Sloane 8151), who have a hundred years' experience of shipping British goods overseas, are anxious to help the export drive by financing substantial additional export business in bulk chemicals, fertilizers, solvents and minerals to the above countries.

Firms with a suitable proposition to put forward are invited to communicate direct with Chas. Page and Co. Ltd., preferably in writing in the first instance, providing full details. (Ref. E.S.B./3009/65).

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INTERPRETERS
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Translagency Ltd., Dept. J,
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KNIghtsbridge 8671. Telex 261376

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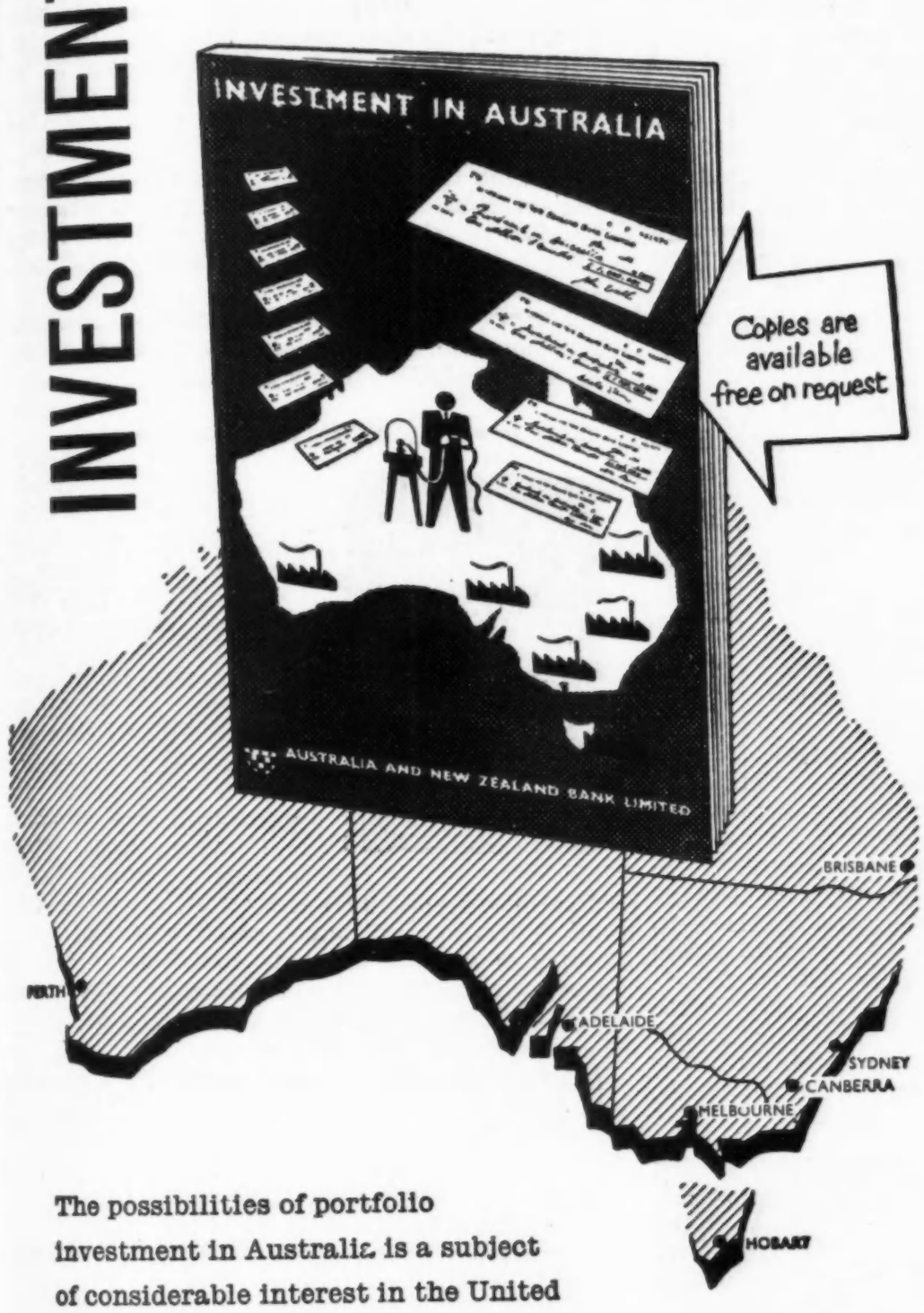
INVESTMENT IN AUSTRALIA



The possibilities of portfolio investment in Australia is a subject of considerable interest in the United Kingdom. To provide authoritative information A.N.Z. Bank has published a 68-page booklet "Investment in Australia" which deals in some detail with such matters as . . .

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NEW '65 RANGE OF RIDEABLE & SELF-PROPELLED LAWN MOWERS

- Two drive wheels for increased traction and stability
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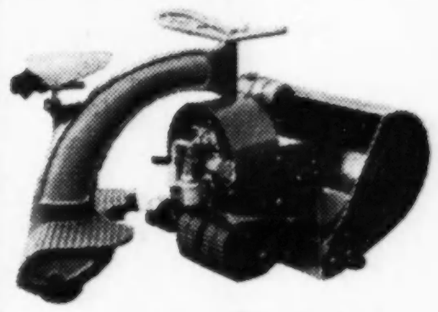

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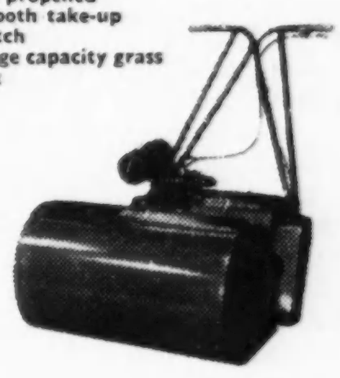

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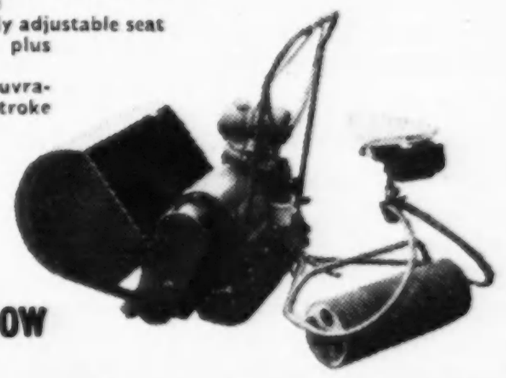


***NEW* RIDAMOW**
24" petrol

British Anzani Engineering Co. Ltd.,
AYLESFORD MAIDSTONE KENT Maidstone 7521

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-vi of the* Board of Trade Journal *of November 6. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of the Board of Trade (see page 904 of October 23 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

Australian sales tour

Mr. Owen Pryke, sales manager (overseas) of The Hoffmann Manufacturing Company Limited, Chelmsford, is leaving on February 11, for a 3 to 4 week tour of Australia. With their factory representative, Mr. James Thornell, Mr. Pryke will be visiting stockists in all principal cities of Australia and will also make contact with as many of their customers as possible during the time available. Hoffmann have been shipping bearings in large quantities to Australia for more than 40 years.

On the return flight Mr. Pryke will spend two days in Singapore contacting Hoffmann's factory representative and newly appointed stockists in Malaysia.

Sales director's 4,000 mile Indian tour

Mr. J. E. Swainson, sales director of Permali Ltd., Gloucester, has recently returned from a tour of existing and potential customers in India. In a month he visited over 40 firms, travelling 4,000 miles in the process of establishing customer contacts and future sales outlets, and helping to smooth the transition from imported to Indian-produced materials: Permali Ltd., in association with the Wallace Group of companies in India, have established a factory at Bhopal, Madhya Pradesh, in Central India. Mr. Swainson reported that everywhere there was a tremendous enthusiasm on the part of Indian buyers to use products made in their own country, and that the decision to start production there is very much welcomed.

The new factory, which employs about 100 people, is now producing densified wood laminates from Indian raw materials for the expanding electrical, engineering, textile and railway industries on the sub-continent.

Latin American tour for export executive

Mr. Peter N. Sillars, Coventry-based director of marketing of Massey-Ferguson (Export Limited, is due to arrive in Mexico on January 29 to begin a four-week visit to Central and South America. His trip, involving visits to nine countries, is to have a two-fold purpose. He is anxious to acquire a first-hand knowledge of the Massey-Ferguson distribution organization in Latin American countries; he will also investigate on the spot some of the problems connected with British exports. The latter function he will carry out for the recently-formed Committee for Exports to Latin America, to which he was appointed for an initial period of three years, under the chairmanship of Sir Berkeley Gage, K.C.M.G.

Managing director to visit United States and Far East

Mr. H. E. Hassett – managing director, B.S.A. Harford Pumps Ltd., Barnet, Herts., left London by air on January 18 for a four weeks tour of the United States, Japan and Australia, in order to carry out an appraisal of the potential of several of the important world markets in domestic central heating.

B.S.A. Harford have always been an export conscious company and claim to have achieved great success in the European sphere with their central heating pumps. Central heating markets, however, differ widely throughout the world and Mr. Hassett attaches great importance to the first hand knowledge of problems which are often peculiar to certain countries. It is anticipated that the round trip will end in late February, when Mr. Hassett will return to England via the Middle and Near East.

Demonstrating a new portable tool

Mr. G. H. Kilby, export representative of Stenor Ltd., Richmond, Surrey, expects to arrive in Nicosia on February 7 to begin a sales tour of Cyprus, Israel, Kenya, Tanzania, South Africa, Nigeria, Ghana and the Canary Islands. Mr. Kilby will visit agents in these countries who handle the company's range of garage equipment and vehicle accessories and will introduce to departmental stores the 'Corrucut', a new slotting and sawing attachment for portable electrical drills. Mr. Kilby also hopes to pay a short visit to Spain before returning to London on March 20.

Stenor Ltd., is a member of the Firth Cleveland group and specialize in the supply of garage equipment, particularly for tyre-repair, auto-electrical and allied products.

Mr. A. E. ('Teddy') Underwood, chairman of Plessey Overseas Ltd., leaving London Airport on January 16 to start a 15,000-mile, two-week export tour of Africa, during which he will discuss expansion prospects and initiate further export development with four of the Group's leading companies. Mr. Underwood has covered 500,000 sales promotion miles in the past four years.

Three-pronged export tour

Three sales representatives of Griffin and George Ltd., Wembley, Middlesex, recently embarked upon extended sales promotion tours in various parts of the world.

On January 4, Mr. N. Turnbull left London for the Middle East and Mr. R. H. Morton for Canada. Mr. Turnbull's tour of the Middle East, the first of several he will undertake, is expected to last for five months during which he will visit customers, current installation projects and company agencies in, among other countries, Turkey, Syria, Iraq and Iran. Mr. Morton's Canadian tour is the second he has made for the company in a period of twelve months and he will stay in Canada for approximately four months.

During the same week, Mr. Oliver Gregory, the overseas marketing manager, left London to start a sales survey of the Far East during which he will visit Hong Kong, Thailand, Burma, Nepal and Kabul.

Griffin and George Ltd. are manufacturers and suppliers of laboratory equipment and have over 100 overseas agents.

Sales promotion of electrical goods

Mr. Simon Ackstine, export manager of Pifco Ltd., Manchester, leaves Britain on February 20 for an extensive six week tour of South Africa, Rhodesia, Zambia, Cyprus, Greece, Portugal and Spain. He will be visiting Pifco agents and distributors to discuss a 1965 programme for promoting new products and major lines. These include, the Vanity Case hairdryer, the Vanity Curl electric curler, the Vibratory massager, electric griller, a new range of electric blankets, hairdryer outfits, an electric toaster, the Universal travel iron, soldering gun, Tea-o-matic, and fans.

Double-barrelled attack on export markets

Mr. Paul N. Matton, managing director of Trico-Folberth Ltd., the car and commercial vehicle screenwiper manufacturers, left London on January 30 on his fifth world export tour in as many years. He is to be followed 10 days later by Mr. V. W. Durtnal, the company's publicity manager.

One of the main objects of Mr. Matton's trip is to visit Trico-Folberth's subsidiary company in Australia, which was formed seven years ago, and is now said to be the largest supplier to the Australian automobile industry.

During Mr. Durtnal's visit to Australia and New Zealand, he will be discussing the marketing of car accessories and equipment and will also be conducting a series of sales promotion presentations for motor trade distributors.

Trico-Folberth already export 43 per cent of their production at Brentford, Middlesex.

Athletic clothing for Libya

Mr. W. Gronland, export manager of Douglas Warne and Co. Ltd., London, E.C.1, is visiting Libya for approximately 14 days from March 1. Douglas Warne and Co. Ltd., are manufacturers of athletic clothing, particularly for many top-class British clubs. Mr. Gronland will contact exisiting customers in Libya, including the Procurement Officers of the Libyan Police and Army authorities.

Intensive sales trip

Mr. G. R. Gilbert, managing director of G. and R. Gilbert Limited, Hackbridge, Surrey, is undertaking a short but intensive sales trip to the United States and Canada in company with a fellow director, Mr. N. M. Douglas. This trip, to take place in the last week of January, is to consolidate business and agency arrangements in these markets.

Export Orders

Firms are invited to send in brief details of recent export orders of contracts for mention on this page.

Process pumps

Stone-Platt Industries Ltd. have received a £21,000 order from Bataafse Internationale Petroleum Maatschappij N.V. of the Hague for process pumps for a refinery being built in Denmark.

Pumps for Ceylon

An £18,000 contract has been placed with Sigmund Pulsometer Pumps Ltd., Gateshead, by the Colombo (Ceylon) Steel Works for six pump units to supply water to their Oruwala plant.

Diesels for Canada

Orders from Canada worth over £250,000 have been placed with Davey, Paxman & Co., Ltd., Colchester, for marine propulsion diesel units and auxiliary diesel generator sets.

Electrical equipment for Rhodesian Sugar Estates

English Electric Co. Ltd. has been awarded a £250,000 contract to supply generating equipment, transformers, cabling, etc., to the Chiredzi Mill of the Hippo Valley Sugar Estates, Rhodesia. The design and establishment of the mills is being carried out by A. & W. Smith & Co. Ltd. in conjunction with their associated company Tate & Lyle Technical Services Ltd.

The Indiana State Police has experimentally fitted British-made Britax safety belt to their highway patrol cars. Being anchored at shoulder height to the door pillar as well as to the floor, this lap-and-diagonal type of belt is claimed effectively to prevent the upper body from shooting forward in an accident. The Britax belts are automatic ones, giving full freedom of movement and instant adjustment, both particularly essential in police work. Picture shows Sergeant Richard A. Berger of the Crash Injury and Traffic Research Department.

Mapping Holy Cities of Mecca and Medina

A contract to photograph and map 32 cities and towns in Saudi Arabia including the Holy Cities of Mecca and Medina has been placed with Fairey Surveys Ltd., London, by the Government of Saudi Arabia. The contract is worth about £250,000 and was secured against international competition.

Water control gates in Malaya

Glenfield and Kennedy Ltd., Kilmarnock, have secured, against severe international competition, a contract worth some £180,000 from the Central Electricity Board of the Federation of Malaya, for the design, manufacture and supply of all necessary water control gates and valves for the Board's Batang Padang Hydro-electric scheme in the Cameron Highlands of North Malaya.

A large crystal and silver chandelier, part of a range of chandeliers and wall brackets specially made by Atlas Lighting Ltd. (International Division), for the banqueting room of the new residence of the Prime Minister of Jamaica. The fittings were originally envisaged by Mrs. Joanne Sibley, B.I.D., an interior designer in Jamaica. She was asked to create something mindful of Jamaica's early Spanish connections and the country's link with the UK. It was stipulated that the fittings be made in Britain.

Sweden orders cryogenic vessel

A vacuum-insulated cryogenic vessel for storing liquid nitrogen at minus 196°C and with a capacity of 2,400 US gallons has been ordered by an industrial gas producing company in Sweden from W. P. Butterfield Ltd., Shipley, Yorks.

Coating line for Italy

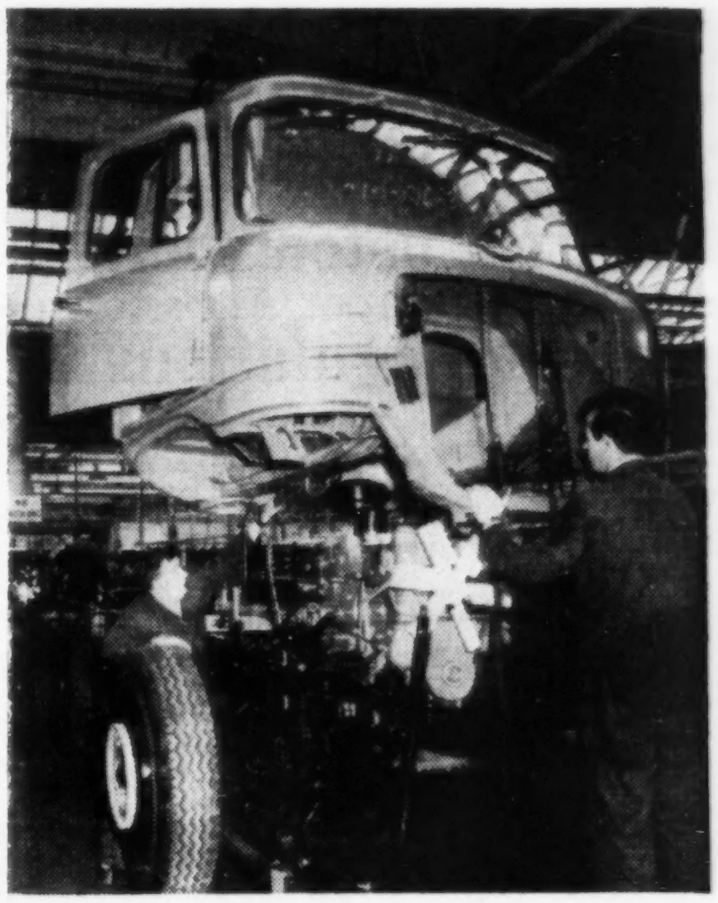
Simon-Waldron, a member company of Simon Engineering Ltd., Stockport, has received an order from Angeletti and Ciucani S.p.A. of Milan for a continuous coating and plasticizing line for aluminium and alloy webs.

Copper line splices for Chile

Preformed Line Products (Great Britain) Ltd. have received an order from Chile for Cadmium Copper Line Splices for copper conductors. The value of the order is £30,000.

Hotel for Uganda

Uganda is to have an hotel of international standing built by Cementation Co. Ltd., London, at a cost of £2 million under a package deal agreement signed in Kampala.



A forward control cab being lowered on to the chassis of a Dodge truck at the Kew, Surrey, plant of Dodge Brothers (Britain) Ltd. More than half the vehicles produced in this factory are destined for export.

High-speed telephone directory press for Belgium

Etablissements Casterman S.A. of Tournai, Belgium, book printers and publishers, have received from Victory-Kidder Printing Machine Co. Ltd., Birkenhead, their latest Two-Unit Victory-Kidder telephone directory press.

3,000 crop sprayers for Pakistan

Three thousand Motoblo Junior 35 knapsack crop-spraying and dusting machines have been delivered to the East Pakistan Development Corporation by Kent Engineering and Foundry Ltd., Maidstone, through their Pakistan agents. The order is worth about £60,000 and was won against strong competition from foreign manufacturers.

Pumps for Dutch pipeline

Orders worth £40,000 for 4in. and 6in. Univac pumps have been received through Henry Sykes (London) Ltd.'s Dutch agents, Eekels of Amsterdam, for delivery to the Netherlands Pipeline Construction Co., who are constructing a national gas grid pipeline.

Trucks for Iran

A repeat order for 1,000 Super Comet trucks worth £2½ million has been placed with Leyland Motors Ltd., Leyland, Lancs., by their agents in Teheran.

Cloth merchants' 'astounding' exports

What is described as 'an astounding export performance for a private, almost family company' was announced on January 15 by the Holland and Lewis group of cloth merchants. Out of a group turnover exceeding £2 million in 1964, almost 80 per cent was on export account. Mr. Albert Lewis, joint managing director, said the group now exported to 55 different countries, the principal markets being the United States, Europe (including both Common Market and EFTA countries) and the Far East.

'During the past two months we have received orders from the Far East alone worth £150,000 and I fully expect to pass the £250,000 mark in 1965,' he said.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

CHILE

Import regulations

THE BRITISH EMBASSY in Santiago reports that Law No. 16,066 promulgated in the *Official Gazette* on January 15, gives the Central Bank the power to reject applications for the registration of imports.

The Executive Committee of the Central Bank may reject all applications submitted during any one calendar month relating to the same item on the list of permitted imports only if the total value of the applications exceeds by more than 5 per cent that of the average monthly value of applications approved relating to the same item during the previous 12 months. To establish the average, operations approved on deferred payment terms shall be disregarded.

The right to reject applications cannot be exercised if, during that calendar month, the Executive Committee has approved any applications relating to the same item.

The limitation laid down in the preceding paragraph shall not apply to imports of spare parts and medicaments whose c.i.f. value does not exceed U.S. $500.

Applications not rejected by the Executive Committee must be approved within 90 days of the date on which they were submitted.

The provisions of this law do not apply to imports into the Free Zones. However, imports into Arica must in future be registered with the Central Bank before shipment is made, for statistical purposes.

COLOMBIA

Import regulations

THE BRITISH EMBASSY in Bogota reports that the Colombian Monetary Board's Resolution No. 53 of December 28, 1964 requires that importers must now deposit 95 per cent of the value of their payments twenty days in advance of requesting the foreign exchange is in addition to, and not in place of the long-standing requirement of 'prior import deposits' which are made before the importer can apply for his import licence.

Any inquiries concerning this notice should be referred to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

GRENADA

Customs tariff changes

THE CUSTOMS DUTIES (Amendment No. 2) Ordinance, 1964, provide for the following amendments to the Grenada Customs Tariff:

1. **First Schedule – Import Duties**
by the deletion of items 112-01-1, 112-01-2, 112-01-3, 112-01-4 and 112-01-5 and the substitution therefor of:

Commodity			Unit		Rate of Duty	
Group No.	Item No.		Classification	Duty	Preferential	General
112	01	1. Sparkling wine:				
		(a) with a c.i.f. value not exceeding $3·50 per gal.	gal.	value	$1·00	$1·12½
		(b) with a c.i.f. value over $3·50 but not exceeding $10.00 per gal.	gal.	value	$2·50	$2.81
		(c) with a c.i.f. value over $10.00 per gal.	gal.	value	$4.00	$4.50
112	01	2. Still wine in bottle:				
		(a) with a c.i.f. value not exceeding $3·50 per gal.	gal.	value	$1.00	$1·12½
		(b) with a c.i.f. value over $3·50 but not exceeding $10·00 per gal.	gal.	value	$2·50	$2·81
		(c) with a c.i.f. value over $10.00 per gal.	gal.	value	$4.00	$4.50
112	01	3. Still wine in wood:				
		(a) with a c.i.f. value over exceeding $3·50 per gal.	gal.	value	$1·00	$1·12½
		(b) with a c.i.f. value not $3·50 but not exceeding $10.00 per gal.	gal.	value	$2·50	$2·81
		(c) with a c.i.f. value over $10·00 per gal.	gal.	value	$4·00	$4·50
112	01	4. Medicinal wine:				
		(a) with a c.i.f. value not exceeding $3·50 per gal.	gal.	value	$1·00	$1·12½
		(b) with a c.i.f. value over $3·50 but not exceeding $10.00 per gal.	gal.	value	$2·50	$2·81
		(c) with a c.i.f. value over $10·00 per gal.	gal.	value	$4·00	$4·50
112	01	5. All other wines:				
		(a) with a c.i f. value not exceeding $3·50 per gal.	gal.	value	$1·00	$1·12½
		(b) with a c.i.f. value over $3·50 but not exceeding $10·00 per gal.	gal.	value	$2·50	$2·81
		(c) with a c.i.f. value over $10·00 per gal.	gal.	value	$4·00	$4·50

2. **Second Schedule – Exemptions from Import Duty**
(a) by the addition of the following new items:—

2A. Aqua lungs.
4A. Articles including medical supplies imported by charitable, religious and non-profit-making organizations shown to the satisfaction of the Collector of Customs that they are intended for the use of the organizations or for distribution to the poor and not for sale or exchange.
4B. Articles of an educational character imported solely for educational purposes and so shown to the satisfaction of the Collector of Customs.
21A. Christmas trees.
35A. Hearing aids, crutches, invalid chairs, trusses and similar appliances for the relief of permanent bodily disablement and all identifiable spare parts thereof admitted as such by the Collector of Customs.

(b) by the deletion of items no. 13 and 41 and the substitution therefor of the following:—

13. Articles of Commonwealth Countries origin imported or taken out of bond for the use of the St. Georges Corporation or of any District Board: Provided that if any such articles are sold by the Corporation or by any District Board the unpaid duty in respect thereof shall be paid by the Corporation or such Board into the Treasury.
41. Molasses when imported as stock food or for use in the distillation of rum on a declaration by the importer to that effect and if the Collector of Customs is satisfied that it is so imported.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. ((Tel. City 5757, Ext. 471).

VENEZUELA

Import restrictions affecting powdered milk

BY RESOLUTION No. 228 of January 15, 1965, published in the Venezuelan *Gaceta Oficial* on the same day, and effective from January 23, the regulations for the importation of powdered milk (see *Board of Trade Journal* of June 8, 1962, page 1309) have been modified so that importers of powdered milk may obtain an import licence and benefit from exemption from payment of Customs duties provided that for each gross Kilogramme (2.20lb.) of imported milk, the same amount of the similar Venezuelan product is used.

HAITI

Customs tariff change

BY HAITIAN DECREE of September 24, 1964, published in the Haitian *Le Moniteur* of September 28, the import duty on the following items has been reduced:

Tariff No.	Description	New Duty
76.04.01	Aluminium sheets and narrow strips (including embossed, cut-out, perforated, impregnated, printed or coated with paper, cardboard, plastic or other similar material) of a thickness of 0·15 mm. or less (not including the support), for industrial use . . . (New heading)	$0·25 per Net Kilo or 30% *ad val.*

The new duty is designed to benefit the local tobacco industry by reducing Customs duties on materials used in the manufacture and packaging of cigarettes.

BRITISH GUIANA

Exemptions from import duties

THE CUSTOMS DUTIES (Amendment) (No. 7) Order, 1964, amends Part III of the First Schedule to the British Guiana Customs Ordinance by the addition of the following sub-item to item 27:

(14) Raw materials and containers which the Comptroller is satisfied are imported solely for use in the manufacture of paints, varnishes, pigments, and painting products.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

NICARAGUA

Prior deposits for imports

HM EMBASSY in Managua reports that the prior deposit required to be made in respect of goods in Nicaraguan Import List III (non-essential goods) has been reduced from 80 per cent of the cif value to 60 per cent.

ECUADOR

Amendment to import lists

THE BRITISH EMBASSY in Quito informs us that the following amendment has been made to List II (Luxuries) of the Ecuadorean Import Lists:

Delete:
867-b-1 (Cobalt capsules).
868-g-5 (Rods for antenna and pieces of stamped mica).

The Ecuadorean authorities state that these two items are already classified under List I (Essential and useful goods).

JAMAICA

Import licensing arrangements for cigars

THE LIST OF EXCEPTIONS to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the addition of the following new item:

84. Cigars, that is to say, any rod of cigar tobacco the outer covering of which is:
(a) tobacco leaf;
(b) homogenized tobacco; or
(c) brown pectoral paper;
and whether filtered or tipped with plastic, paper or any other type of tip.

Inquiries about the above Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

Import licensing arrangements

THE LIST of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) is further amended by the addition of the following new paragraphs to item 37 – Machinery and Equipment:

(viii) Electrical Switchgear (including lighting panel boards, motor control centres and motor controls) and component parts thereof (including boxes, copper contacts and moulded-case circuit breakers).
(ix) Electrical Trunking and Feeder Busways.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

FEDERAL REPUBLIC OF GERMANY

Reduction of import duty on whisky, rum and arak

THE Federal German Authorities have announced that they are reducing rates of import duty on whisky, rum and arak. Details of the new rates, which are expected to apply to imports made after January 31, 1965 will be published in the *Board of Trade Journal* next week. (*see page* 299 *for other European notices*)

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TURKEY

Global import quotas and liberalization lists (II)

THE TURKISH FOURTEENTH global quotas list was published in last week's *Board of Trade Journal* (pages 235-241). The liberalization Lists covering the first half of 1965 are published below. Against import licence applications importers are required to lodge the following cash guarantees, which are based on percentages of the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 70 per cent for goods included in List I
(b) 100 per cent for goods included in List II

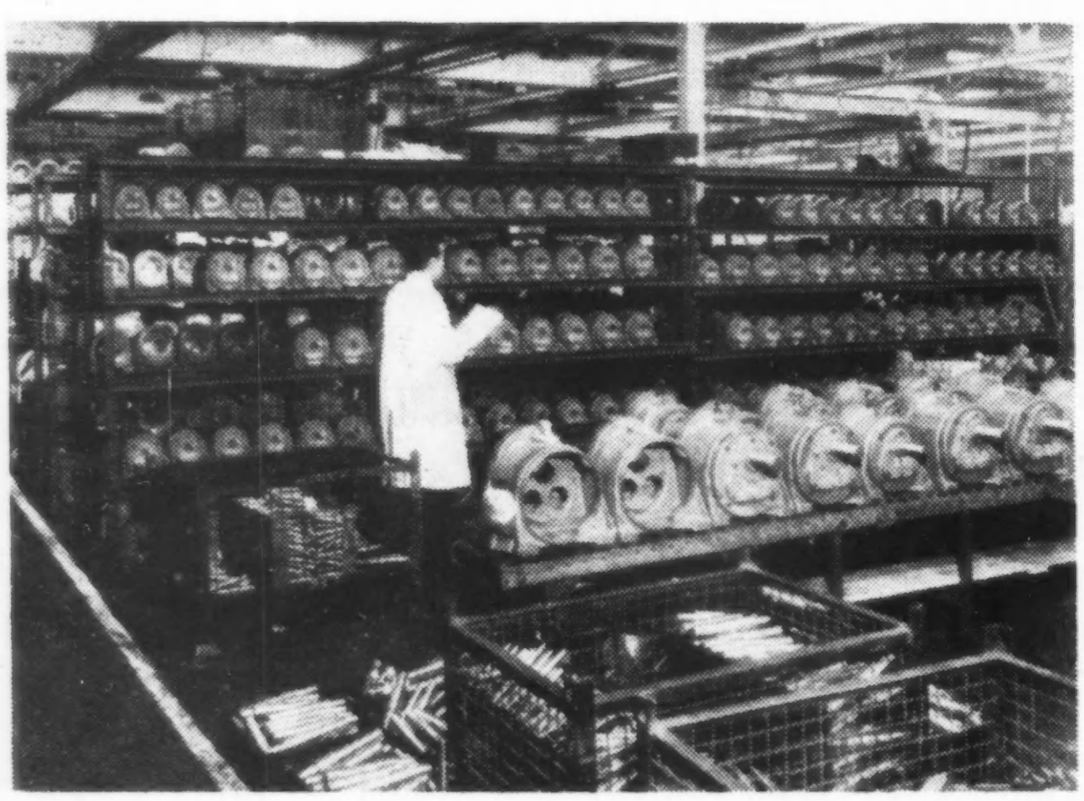
Imports for liberalized items contained in both lists must be made on a Letter of Credit payment basis.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460 or 462).

LIBERALIZATION LIST
LIST I

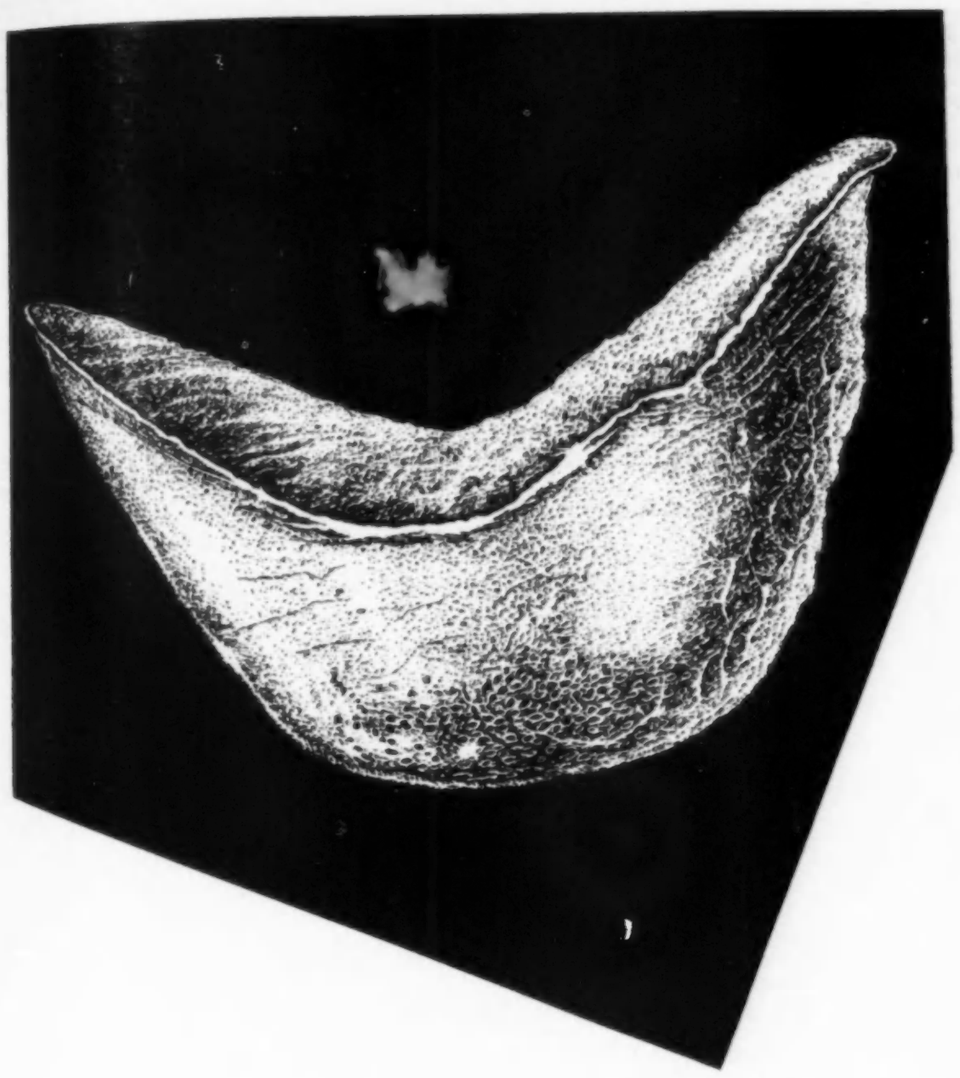
Tariff Statis. No.	Description of Goods	Remarks
01.01.21	Breeding horses	With the permission of the Ministry of Agriculture.
22	Breeding mares and colts	
23	Breeding asses and foals	
01.02.22	Others for breeding (bovine)	
01.04.21	Breeding sheep	
25	Breeding goats	
01.05	Breeding poultry	
01.06.21	Other breeding animals	
22		
04.05.20	Breeding eggs	
01.06.10	Guinea-pigs, rabbits, white mice	With the permission of the Ministry of Health.
05.04.20	Only dry calf bladders (for preparing cheese rennet).	
05.14	Ambergris, castoreum, musk, civet and other.	
06.01	Flower bulbs and other	With the permission of the Ministry of Agriculture.
06.02	Other live plants and roots	
09.02	Tea (monopolized).	
12.01.11	Ground nut seeds in the shell	With the permission of the Ministry of Agriculture.
40	Soya seeds	
60	Cotton seeds	
81	Sesame seeds	
85	Sunflower seeds	
89	Other seeds	
12.03.20	All kinds of flower seeds	
30	All kinds of tree seeds	
49	All kinds of vegetable seeds	
59	Other seeds and fruit seeds	
12.03.10	Sugar beet seeds.	
12.06	Hops.	
12 07.90	Only other plants used in medicine	With the permission of the Ministry of Health.
13.02.29	Only balsams, gums and resins used in medicine	
13.03.40	Other vegetable saps and extracts (only for the pharmaceutical industry)	With the permission of the Ministry of Health.
15.04.10	Fish oil used in medicine.	
15.07.38	Only tung-oil of fixed vegetable oils used in industry.	
15.07.39	Only aspidinol filizinine oil.	
15.08	Only additives used in mixtures of lubricating oils (for petroleum companies)	With the permission of the Ministry of Commerce.
15.10.20		
15.12.20		
15.11.10	Only nitration glycerine	With the permission of the Ministry of Industry.
15.01.10	Only pure sodium chloride.	
25.04	Natural graphite.	
25.06	Quartz and quartzite.	
25.10	Natural calcium phosphate and other.	
25.31	Felspar and fluorspar.	
25.32	Zirconium silicate and vermiculite.	
27.09	Only crude petroleum	With the permission of the petroleum department.
27.10.10	Fuel for jet aircraft, petrol for aircraft and	With the permission of the Ministry of Commerce.
20	SBP	
27.10.33	Lubricating oils	AID.
27.10.33	Only mineral oils used for making pest control products	With the permission of the Ministry of Agriculture.
27.10.33	Only rice oil.	
28.02.10	Only flowers of sulphur (only for exporters with a certificate of need issued by exporters' unions).	
28.05	Alkaline metals and other.	
28.06	Hydrochloric acid, chlorosulphonic acid or chlorosulphuric acid.	
28.08.20	Technical sulphuric acid	With the permission of the Ministry of Industry. AID.
28.10.10	Phosphorus pentoxide.	
20	Phosphoric acids.	
28.11.10	Arsenic trioxide.	
20	Arsenic acid.	
30	Arsenic pentoxide.	
40	Other.	
28.12	Boric oxide and boric acid (only according to Turkish codex).	
28.13.30	Other inorganic acids and oxygen compounds of metalloids	With the permission of the Ministry of Agriculture.
28.14.10	Phosphorus compounds.	
50	Other.	
28.15.10	Phosphorus sulphide.	
30	Other.	
28.18	Oxides, hydroxides and peroxides of strontium, barium and magnesium.	
28.36	Dithionites, sulphoxylates.	
28.39	Nitrites and nitrates (except technical ammonium nitrate).	
28.43	Cyanides and complex cyanides.	
29.22	Amine-function compounds	AID.
29.25	Amino-function compounds	AID.
29.26	Imide-function compounds and imine-function compounds	AID.
29.35	Heterocyclic compounds	Only butozolidine and chlorobenzodiazepine with the permission of the Ministry of Health). AID.
29.36	Sulphonamides	AID.
29.37	Lactones and lactams, sultones and sultams.	
29.38	Provitamins and vitamins	AID.
29.39	Hormones and their derivatives.	
29.40.20	Other.	
29.41	Glucosides and other.	
29.42.10	Quinine and its salts (for the Red Crescent).	
21	Cocaine, eucaine.	
99	Only codeine and ethyl-morphine chlorhydrate (for the Produce Office).	
29.42.22-34	Alkaloids, their salts, ethers, esters and other derivatives	With the permission of the Ministry of Health.
99		
29.43	Sugars, chemically pure, other than sucrose	
29.44	Antibiotics (AID)	
29.45	Other organic compounds	
30.01	Glands and other organs for therapeutic use, dried, and their secretions	
30.02	Serums, microbic vaccines and other	
30.03.21	Oral antidiabetics	
30.03.18	Insulins.	
30.05.20	Dentists' cement and preparations for stopping teeth.	
30	Other (except cases containing medicines, dressing and instruments for first aid).	
31.02	Miscellaneous fertilizers	With the permission of the Ministry of Agriculture.
03		
04		
31.05	Composite fertilizers	AID.
31.02.80	Urea as per codex (containing less than 45% of nitrogen).	
32.10	Colours (only for exporters, with the certificate of need issued by exporters' unions).	
32.13.10	Printing inks.	
34.02	Only additives used in lubricating oil mixing plants (for petroleum companies)	With the permission of the Ministry of Commerce. AID.

DELIVERY TIME CUT



Geared motors awaiting despatch at the Witton, Birmingham, factory of Higgs Motors Ltd. The company has announced that the delivery time of this range of motors has been cut by over half to four weeks.

(*Continued on page* 296)



Solid silver "Shoes" were used as a form of currency throughout China until early this century.

Times and Customs change.

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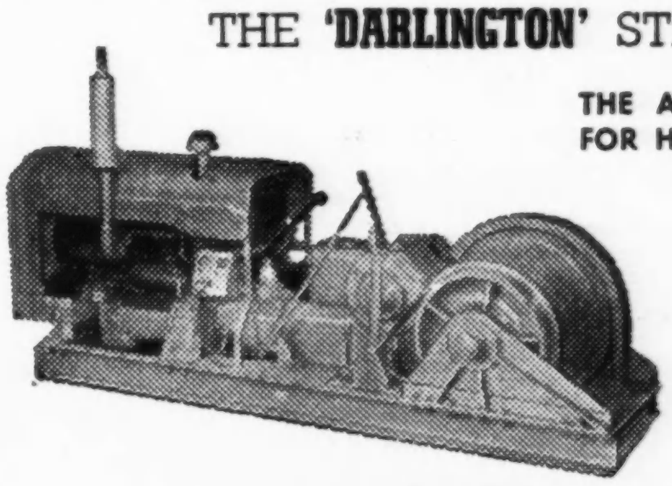
DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC



THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

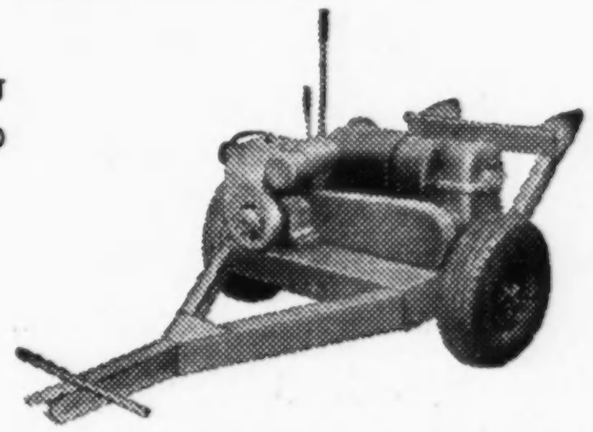
FOR HOISTING, HAULING LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES
DARLINGTON ENGINEERING CO. (Gateshead) Ltd.
TEAM VALLEY ESTATE, CO. DURHAM

TURKEY, continued.

Tariff Statis. No.	Description of Goods	Remarks
34.02	Only benzalconium chloride USP	With the permission of the Ministry of Health.
35.02	Only tenalbine and albumin compounds containing iron and arsenic.	
35.04	Peptone, other protein substances and their derivatives.	
37.01.10 37.02.10	X-ray films (for the Red Crescent).	
38.06	Concentrated sulphite lye.	
38.09.10	Only creosote oil used in pharmacy	With the permission of the Ministry of Health.
20	Only vegetable tar used in pharmacy	
50	Only juniper tar used in pharmacy	
38.11	Only chlorazol (only for exporters with a certificate of need issued by exporters' unions).	
38.11	Disinfectants, insecticides, and similar products used only in agriculture and breeding	With the permission of the Ministry of Agriculture.
38.11	Disinfectants, insecticides, rat poisons and similar products used only for health (except products packed in aerosol containers in the country of origin)	With the permission of the Ministry of Health.
38.14	Anti-knock preparations and other used in the establishments mixing lubricating oils (for petroleum companies)	With the permission of the Ministry of Commerce. AID.
38.16	Prepared culture media for the development of micro-organisms.	
38.17	Only chemical products used in fire-extinguishers.	
38.19	Only chemical products used as mortar for fire bricks of Heading No. 69.02.10, 40, 90 containing more than 70% of alumina and for fire bricks of magnesite and chrome magnesite.	
38.19.11	Only Eldon cards.	
12	Dry-test serums.	
13 14	Wet-test serums and calcium morroxynate.	
38.19.20	Only anti-freeze	AID.
38.19.20	Only hydraulic oil	AID.
38.19.20	Only additives used in lubricating oil mixing plants (for petroleum companies)	With the permission of the Ministry of Commerce. AID.
38.19.20	Only pure ichthyol, ammonium sulphoichthyolate, ammonium sulphobituminate	With the permission of the Ministry of Health.
38.19.20	Only sugar pyramids.	
39.02	Only polyvinyl prolidon	With the permission of the Ministry of Health. AID.
39.03	Only foil and strip of transparent cellulose (for the cigarette factories of the State Monopolies).	
39.03.12	Only foil of transparent cellulose wrapping (only for exporters with a certificate of need issued by exporters' unions).	
60	Only collodion of codex specifications.	
90	Only foil of transparent cellulose wrapping (weighing up to 50 gr. per m²) (only for exporters with a certificate of exporters' unions).	
39.06	Only alginic acid and its salts and esters.	
39.06.11	Heparin.	
39.07.90	Only bags of transparent cellulose (only for exporters with a certificate of need issued by exporters' unions).	
40.13.20 61.01.29	Only diving suits.	
47.01.70	Cellulose	With the permission of the Ministry of Industry. AID.
48.01.10	Straining paper	
48.01.69	Only diphenyl paper (only for exporters with a certificate of need issued by exporters' unions).	
48.03.19	Parchment paper and paperboard, and imitations thereof (only for exporters with a certificate of need issued by exporters' unions).	
48.07	Paper and paperboard glazed, impregnated coated, surface-coloured or printed (except carbon paper of any colour and size in reels or sheets) (only for exporters with a certificate of need issued by exporters' unions).	
50.08 51.02	Only catgut of natural or synthetic silk (for fishermen).	
51.01.10 51.03.10	Only synthetic yarn for netting (for fishermen).	
57.10.10	Packing canvas	With the permission of the Ministry of Commerce.
58.05.90	Only cotton band for packing (for exporters with a certificate issued by exporters' unions).	
59.04	Only rope of synthetic fibre for nets (for fishermen).	
59.05.10	Only fishing nets of synthetic rope (for fishermen)	With the permission of the Ministry of Commerce.
62.03.10	Jute bags	With the permission of the Ministry of Commerce.
65.06.10	Miners' headgear.	
73.12	Hoop and strip of iron and steel only up to a width of 50 mm.	AID.
73.14.30	Galvanized wire (only for exporters)	With the permission of the Ministry of Commerce.
73.15	Steel alloys and high grade carbon steel (except those used for making automobile springs)	AID.
73.40	Only acmonital (for the Ministry of Finance).	
76.16.59	Only aluminium labels (only for exporters with a certificate of need issued by exporters' unions)	AID.
77.01.10	Unwrought magnesium.	
78.01.20	Only printing metal.	
80.02	Tin rods, sections, wire	AID.
80.03	Tin sheets, plates and strips	AID.
80.04	Tin foil strip, powder and flake	AID.
83.07.10	Miners' lamps and parts thereof.	
84.15.30	Only refrigerating apparatus and devices of refrigerated lorries for the transport of meat, fish and fresh fruit and vegetables	With the permission of the Ministry of Commerce.
84.19	Packing machines	AID.
84.21	Only parts of fire extinguishers (except body, tank and chassis) (including fire extinguishers of special type used in vehicles)	AID.
84.36.20 90	Only saw-gins and parts thereof	With the permission of the Ministry of Agriculture.
84.56.91	Parts and spares of ore selecting, sieving and washing machines (except body and chassis and vats)	AID.
85.10.10	Mining lamps and parts thereof.	
85.20	Only bulbs for miners' lamps	With the permission of the Ministry of Energy and Natural Resources.
90.01.10	Only glass for medical spectacles.	
90.02	Only lenses and eye-pieces for microscopes.	
90.04	Only X-ray spectacles.	
90.12	Optical microscopes and other.	
90.18.10	Only medical and surgical gas masks.	
90	Other.	
90.19	Orthopaedic appliances and other (except plastic artificial teeth).	
95.08	Only gelatine capsules for medicines.	
97.07.10	Fish-hooks.	
97.07.90	Only complete fishing rods of standard type for line fishing, their accessories and spare parts (for fishermen).	
Miscellaneous	Raw and auxiliary materials to be imported by establishments exporting manufactured products and packing materials	With the permission of the Ministry of Commerce.

LIST II

Tariff Statis. No.	Description of Goods	Remarks
05.02.10 20	Hog's hair and other hairs.	
12.01.30	Palm nuts.	
13.02.12	Shellac.	
13	Gum arabic.	
13.03.30	Agar-agar.	
14.01.20	Only raffia.	
14.02.10	Vegetable horsehair.	
14.03	Only Tempico fibres.	
15.10.30	Alcohols of industrial oils.	
15.14	Spermaceti.	
15.15.10	Cleaned wax of special quality.	
15.16	Vegetable waxes.	
21.06.11	Beer yeast.	
19	Other ferments (except bread leaven).	
25.12.20	Kieselguhr.	
90	Other.	
25.23.29	Other cements (except slag and trass cement).	
25.26	Mica and mica waste.	
25.28	Natural cryolite and chiolite.	
27.13	Paraffin, petroleum wax and other.	
28.01.10	Fluorine.	
30	Bromine.	
41	Iodine.	
42	Resublimated iodine.	
28.03	Vegetable blacks (carbon black, etc.)	AID.
28.04.20	Rare gases.	
31	Phosphorus.	
39	Other metalloids.	
28.19.10	Zinc oxide.	
20	Zinc peroxide.	
28.20	Aluminium oxide and hydroxide, artificial corundum.	
28.21	Only chromic acid (chrome trioxide).	
28.24	Cobalt oxides and hydroxides.	
28.26	Tin oxides, stannous oxide and stannic oxide.	
28.28.10	Copper oxide.	
90	Other.	
28.29	Fluorides, fluosilicates, fluoborates and other fluorine salts (except fluorite).	
28.30	Chlorides and oxichlorides (except ammonium chlorides-sal ammoniac).	
28.31.20	Sodium chlorite and hypochlorite.	
30	Potassium hypochlorite.	
40	Other.	
28.32	Chlorates and perchlorates	With the permission of the Ministry of Industry.
28.33	Bromides and oxibromides, bromates and perbromates, hypobromites.	
28.34	Iodides and oxi-iodides, iodates and periodates.	
28.35.11	Antimony sulphide.	
12	Calcium sulphide.	
31	Potassium sulphide.	
33	Tin sulphide.	
42	Arsenic sulphide.	
49	Other.	
28.38.19	Other (except pure copper sulphate).	

Tariff Statis. No.	Description of Goods	Remarks
21	Chrome sulphate.	
22	Only sodium sulphate as per Turkish codex or purer.	
23	Sodium bisulphate.	
24	Sodium persulphate.	
25	Magnesium sulphate.	
26	Lead sulphate.	
28	Zinc sulphate.	
29	Other.	
30	Aluminium sulphate.	
41	Mercury sulphate, basic.	
42	Mercury sulphate.	
43	Potassium sulphate.	
44	Cadmium sulphate.	
49	Other.	
59	Other (except nickel sulphate).	
60	Potassium and aluminium sulphate.	
71	Chrome alum.	
73	Iron alum.	
79	Other.	
28.40	Phosphites, hypophosphites and phosphates.	
28.41	Arsenites and arsenates.	
28.42.11	Sodium bicarbonate	AID.
12	Sodium percarbonate	
15	Potassium bicarbonate	
19	Other	
21	Barium carbonate	
22	Magnesium carbonate, precipitated . .	
23	Magnesium carbonate	
24	Manganese carbonate	
29	Other	
31	Copper, lithium, basic bismuth carbonate .	
39	Other	
41	Ammonium bicarbonate	
49	Other	
28.45	Silicates (except sodium silicate).	
28.46	Borates and perborates (except borax) .	AID.
28.47.10	Vanadates, ammonium molybdate.	
20	Barium aluminate, cobalt aluminate.	
41	Potassium permanganates.	
49	Other permanganates.	
28.48	Other sales and peroxy salts of inorganic acids.	
28.49.29	Only argyrol and protargol (as per codex).	
28.50	Natural radioactive chemical elements and their radioactive isotopes and their compounds, organic or inorganic.	
28.51	Isotopes and their compounds, inorganic or organic, other than isotopes and compounds falling within Heading 28.50.	
28.52	Salts and other compounds, inorganic or organic, of thorium of uranium and of rare earth metals.	
28.54.10	Perhydrol	AID
28.55	Phosphides.	
28.57	Hydrides, nitrides, silicides, and borides.	
28.58.15	Chloro-amide of mercury and amalgam of stanniferous copper.	
28.58.19	Other.	
29.01.10	Diphenyl, diphenylmethane.	
20	Terpenes.	
41	Styrene.	
49	Other.	
29.02	Halogenated derivatives of hydrocarbons.	
29.03	Sulphonated, nitrated, nitrosated derivatives of hydrocarbons (except alkylaril sulphonate).	
29.04	Acyclic alcohols and derivatives thereof.	
29.05	Cyclic alcohols and their derivatives.	
29.06	Phenols and phenol-alcohols.	
29.07	Derivatives of phenols and phenol-alcohols.	
29.08	Ether-oxides and other (except technical ethyl-ether).	
29.09	Epoxides and other.	
29.10	Acetals and other.	
29.11	Aldehydes and other.	
29.12	Derivatives of substances falling Within Heading No. 29.11.	
29.13	Ketones and other	AID.
29.14	Monoacids and other (except acetic and formic acids).	
29.15.11	Oxalic acid.	
19	Acyclic acids and other.	
30	Sodium salts.	
29.15.90	Only phthalic anhydride	AID.
29.16	Alcohol-acids, and other.	
29.17	Sulphuric esters and other.	
29.18	Nitrous and nitric esters and other.	
29.19	Phosphoric esters and other . . .	AID.
29.20	Carbonic esters and other.	
29.21	Other esters of mineral acids.	
29.23	Single or complex oxygen function amino-compounds	AID.
29.24	Quarternary ammonium salts and hydrates.	
29.27	Nitrile-function compounds.	
29.28	Diazo, azo- and azoxy-compounds . .	AID.
29.29	Organic derivatives of hydrazine and hydroxylamine	AID.
29.30	Compounds with other nitrogen-functions.	
29.31	Organo-sulphur compounds.	
29.32	Organo-arsenic compounds.	
29.33	Organo-mercury compounds.	
29.34	Other organo-inorganic compounds . .	AID.
32.04.10	Colouring materials and extracts of animal and vegetable origin.	
32.05.21	Anilines, alizarines	AID.
22	Artificial organic colours	
29	Other	
32.08	Prepared pigments for ceramic enamelling and glass industries, vitrifiable compounds.	
32.09	Only mattweiss and equivalent substances for the textile industry.	
32.09.39	Only stamping foils.	
32.11	Prepared dryers.	
33.06.29	Only shaving blocks.	
34.03	Lubricating preparations and other products.	
34.04	Artificial waxes.	
37.03.11	Only sensitized papers used in office copying machines (including transfers for diffusion, colour transfers and sensitized papers according to the thermographic, electrostatic and rapid stabilization principle) (except sensitized papers of diazo and ferrocyanide type).	
19		
37.08	Only chemical products used in photography.	
38.05	Tall oil.	
38.07.10	Pine oil.	
38.08.30	Other.	
38.13	Fluxes and other auxiliary preparations for soldering, welding or brazing metals.	
38.15	Prepared rubber accelerators	AID.
38.18	Composite solvents and thinners for varnishes and similar products.	
38.19	Only mixtures of dodecylbenzene and alkylbenzene.	
39.01.10	Only fluid silicone SI and other silicones.	
39.01	Only polycaprolactam.	
40.01.10	Crepe (except crepe sole) for rubber factories.	
40.01.20	Only raw natural rubber quality RSS4 (for tyre factories and tyre repair shops) latex and raw rubber super quality 1 X.	
40.01.20	Only raw rubber RSS 1, 2, 3	AID.
40.02	Synthetic rubber and rubber substitutes derived from oils	AID.
40.06.29	Only adhesives on a synthetic or natural rubber basis on supporting surfaces of paper, cellulose and similar plastic materials	AID.
40.09.20	Only hose made of materials resisting lubricating oils, petroleum hydrocarbons or liquid used in hydraulic systems (except radiator and water hose).	
40.14.11	Washers.	
40.14.12	Joints.	
40.14.20	Only inner tubes used for the manufacture and repair of tyres	AID.
41.01.12	Raw hides of bovine cattle, fresh, weighing 15 kilos or more	For industrialists with the permission of the Ministry of Industry.
41.01.16	Raw hides of bovine cattle, dried, weighing 9 kilos or more	
32	Raw hides of buffalo and buffalo calves, fresh, weighing 15 kilos or more . .	
36	Raw hides of buffalo and buffalo calves, dried, weighing 9 kilos or more . .	AID.
42.04	Articles of natural or composition leather only for technical use (except transmission belting).	
45.01	Natural cork, unworked waste cork.	
45.02	Natural cork.	
45.04.20	Only joints.	
48.07	Only matrices of paperboard for printing.	
48.15.90	Only waxed paper, diphenyl paper, straining paper and reels of paper for cigarette tips and strips of kraft paper of a width of 7·5 to 12·5 cm. (except stencils).	
48.21.10	Joints.	
22	Scale paper for medical apparatus and technical machines.	
29	Only paper and paperboard for jacquard and other weaving machines (perforated or revolving).	
49.01.21	School books (in foreign languages).	
29	Other books in foreign languages (only technical, scientific, professional, literary and art books).	
49.02.10	Fashion magazines.	
49.02.30	Other (only daily and periodical political and commercial newspapers, technical, scientific, professional, literary and art magazines).	
49.03.20	Children's books and illustrated albums in foreign languages.	
49.04	Music.	
49.05	Maps of any kind (except atlas globes up to 31 cm. diameter).	
49.06	Architectural and engineering plans and other technical drawings.	
49.11	Only plans and plates for educational purposes.	
51.04.10	Those used for the manufacture of tyres and inner tubes of any kind	AID.
57.01.11	Coco yarn.	
12		
58.05	Only spindle band for the textile industry and transmission band for rotative machines.	
59.04.21	Only Jacquard cord.	
59.11.90	Only printing blankets.	
59.17.90		
59.16.12	Transmission belting made of wool and animal hair	AID.
59.17.12	Only diaphragms.	
59.17.90	Only joints, washers, polishing wheels, sleeves, cushions, diaphragms for pumps, engines, etc., security belts for pilots, polishing machine felt.	
66.03.11	Only umbrella fittings (except handles other than automatic umbrella handles and tubes for garden sunshades).	
68.04.20	Only grindstone and sharpening stones for razor blades.	
68.14.90	Friction material for brakes, clutches and other friction apparatus and parts with a basis of asbestos, cellulose and other	

(*Continued on next page*)

TURKEY, *continued.*

Tariff Statis. No.	Description of Goods	Remarks
	mineral substances (excepting asbestos yarn, packing wick and brake balata and balata in reels or plaited)	AID.
68.15	Worked mica and articles of mica	AID.
68.16	Articles of stone or of similar mineral substances not included or mentioned elsewhere in the Tariff	AID.
69.02.10	Refractory bricks containing more than 70% of alumina, refractory bricks of magnesite and chrome-magnesite	With the permission of the Ministry of Industry.
40	Chromite	
90	Other (except refractory bricks containing less than 50% of alumina)	
69.03.14 15 19 90	Casting crucibles and retorts (including stoppers and supports)	AID.
70.09	Only rear view mirrors for motor vehicles.	
70.12	Glass inners for vacuum flasks	AID.
70.14.90	Only head light and stop light glass for vehicles	AID.
70.15.11 21	Glass for pocket and wrist watches.	
70.15.19 29	Only glass for spectacles and masks used for welding.	
70.18	Optical glass and optical parts and glass for corrective spectacles	AID.
70.20	(a) Only glass wool. (b) Felt of glass fibre.	
70.21.10	Special safety glass for boilers	AID.
20	Glass tubes showing the water level of boilers	
90	Only glass cylinders for polishing leather and glass parts of machines, motors and vehicles	
71.02.10	Diamonds for industry	AID.
73.02	Ferro-alloys (except ferro-chrome)	AID.
73.04	Only iron and steel shot	AID.
73.05.10	Iron and steel powder	AID.
73.13.90	Only lacquered tin plate	AID.
73.29.20 90	Only bicycle, motorcycle chains and transmission chains used in machines, tractors, motors, conveyor chains and their shackles and unions (except anti-skid chains and chains of round wire of 3-76 mm.)	AID.
73.33	Sewing and other needles.	
73.35	Iron and steel springs (except flat springs for vehicles).	
74.03.19	Only phosphorous-bronze rods	AID.
74.04.20	Only phosphorous-bronze plates and strips	AID.
74.16	Copper springs.	
74.19.39	Only caps for inner tube valves and valve needles.	
75.01 02 03 04 05	Nickel and articles of nickel.	
75.06.29	Only conductor wire of nickel.	
76.01.10	Unwrought aluminium	AID.
76.05	Only aluminium powder containing 2% or less of oil	AID.
76.06	Only aluminium tubes (having an external diameter of 15 mm. or less).	
76.16.51	Aluminium washers used in manufacturing flexible tubes	AID.
77.02	Magnesium in bars, rods, sections, wire sheets.	
80.01.10	Unwrought tin	AID.
81.01.40	Tungsten wire.	
81.02.40	Molybdenum wire.	
81.03	Tantalum and articles thereof.	
81.04.30	Other base metals.	
82.04.20	Only parts of welding machines (except container).	
82.06	Knives, and blades for machines and machine-tools (except knives for harvesters).	
82.07	Tool-tips and plates, sticks and the like for tools.	
82.11.22	Only electric razor blades.	
83.01	Only covers with lock of tanks and locking handles of vehicle doors and locks thereof.	
83.07.29	Only incandescent lamp parts (except fuel containers) and coastal lighthouse parts.	
83.08	Flexible tubes of base metal.	
84.01.20	Parts and spares (except body and chassis)	AID.
84.02	Auxiliary apparatus for steam generators, steam condensers and parts and spares thereof	AID.
84.03.20	Parts and spares (except body and chassis)	AID.
84.04.20	Parts and spares (except body and chassis)	AID.
84.05.20	Parts and spares (except body and chassis)	AID.
84.06.90	Only parts for plane motors.	
84.06.90	Parts and spares (except cylinder jackets up to 200 mm. and oil felt copper alloy bearings in steel casings, cylinder blocks, cylinder covers, crankcase, valve caps, flywheel (including air-cooled cylinder jackets and cylinder jackets of pressed steel)	AID.
84.07.90	Parts (except body and chassis)	AID.
84.08.19	Parts of jet motor for aircraft and of gas turbines.	
84.08.80	Parts of other motors and engines (except body and chassis)	AID.
84.09.20	Parts	AID.
84.10.23	Only fuel, oil and circulation pumps being part of diesel and gasoline engines	AID.
84.10.29	Parts (except body and chassis)	AID.
84.11	Air and vacuum pumps which are parts of machines and motor vehicles of No. 84.23	AID.
84.11.90	Parts (except main body and chassis)	AID.
84.16.13	Only calender cylinders of textile machines.	
84.16.20 84.40.90	Parts and spares (except body and chassis).	
84.17.13 29	Only parts and spares (except body and boilers).	
84.18.40	Parts and spares (except body and chassis).	
84.22.90	Only gearboxes, clutches, speed regulators, bumpers, dampers and safety locks of elevators, telphers and travelling cranes (except gearboxes, bodies and chassis of elevators)	AID.
84.23	Only parts and spares (except body, chassis and grader knife)	AID.
84.24.69	Parts and spares (except body and chassis) (except animal driven plough shares, disc harrow discs and disc plough discs).	AID.
84.25.91	Parts and spare parts (except knives for harvesters) of reaper and binder machines, mowing and threshing machines and seed crushing machines.	AID.
84.25.95	Parts of other machines (except reaper knives)	AID.
84.26	All kinds of dairy machines and implements and milking machines)	With the permission of the Ministry of Agriculture.
84.26.90	Parts and spares (except body and chassis).	
84.27	Fruit presses and filters and the like (except wine-presses)	With the permission of the Ministry of Agriculture.
84.28	Other agricultural and forestry machinery and appliances (except incubators for fewer than 1,200 eggs)	With the permission of the Ministry of Agriculture.
84.27.90	Parts and spares (except body and chassis).	AID.
84.28.91	Parts of machines for crushing fodder	AID.
84.28.95	Parts of other machines (except body and chassis)	AID.
84.29.20	Parts and spares (except body and chassis).	
84.30.20	Parts and spares (except body and chassis).	
84.31.20	Parts and spares (except body and chassis)	AID.
84.32.20	Parts and spares (except body and chassis)	AID.
84.33.20	Parts and spares (except body and chassis)	AID.
84.34.19	Parts and spares (except body and chassis)	AID.
84.34.25	Parts and spares (except body and chassis)	AID.
84.34.29	Only parts and spares (except body and chassis and printing type)	AID.
84.35.20	Parts and spares (except body and chassis)	AID.
84.38	Accessories and parts for machines falling within Headings 84.36 and 84.37 (except body and chassis)	AID.
84.39.20	Parts and spares (except body and chassis)	AID.
84.41.30	Sewing machine needles.	
84.42.90	Parts and spares (except body and chassis)	AID.
84.43	Only parts and spares and casting ladles	AID.
84.44	Only rolling mill rolls and moulds	AID.
84.48	Accessories and parts of machines falling within headings 84.45 to 84.47 (except body and chassis)	AID.
84.49	Only parts and spares (except body and chassis)	AID.
84.50	Only parts for gas-operated welding, cutting and surface tempering appliances and machines (including blow-pipes)	AID.
84.55	Parts of machinery or appliances of a kind falling within headings 84.51 to 84.54 (inclusive) (except body and chassis and drawers)	AID.
84.56.95	Parts of other machines (except body, chassis, vats, balls, jaws and cylpebs)	AID.
84.57.90	Only parts and spares (except body, chassis)	AID.
84.59.90	Only parts and spares (except body, chassis and tanks)	AID.
84.60	Moulds for metal, glass, rubber and plastic goods, mineral substances and mineral carbides	AID.
84.61	Only inner tube valves.	
84.61	Only carburetters feeding fuel oil burners, gas stoves and the like and parts of these carburetters.	
84.62	All kinds of bearings	AID.
84.63	Shafts, bearings, and other transmission equipment (except transmission shaft bearings, copper alloy bearings in steel shells and flywheels)	AID.
84.64	Gaskets and similar joints of metal and asbestos combined with felt, paperboard and the like and other.	
84.65	Machinery parts not containing electrical connectors, insulated parts, coils, contacts or other electrical features (except body and chassis).	
85.02	Only parts (except body and chassis)	AID.
85.03.90	Only electrical batteries and their parts (except dry batteries and parts thereof).	
85.04.90	Only separators used in lead accumulators on vehicles	AID.
85.05	Only parts (except body and chassis and windings).	
85.08	Electrical starting and ignition equipment for internal combustion engines	AID.
85.11.90	Parts (except body and chassis).	
85.12.35	Parts (except body chassis and parts of electric irons) (including thermo-couples of pressing irons)	AID.
85.13.91 95	Parts (excepting chassis, body, relay frame, transformer, battery, rectifier, cable and windings)	AID.
85.16	Only parts of signalling and commanding apparatus for railway.	
85.19.10	Only time and impedance relays for earth protection and overload.	AID.

Tariff Statis. No.	Description of Goods	Remarks
85.19.40	Only selectors, head lamp push-pull switches, contact switches and starting automats	AID.
85.19.90	Only parts of automatic switches, of star-triangle switches exceeding 25 amp. and of relays (except all kinds of boxes and covers)	AID.
85.20	Only bulbs for vehicles and pocket lamps	AID.
85.20.90	Parts and spares	AID.
85.21	Tubes and valves for electronic use	AID.
85.24	Articles and parts for electric and electro-technic uses made of agglomerated or baked carbon or graphite (except brushes for electrical machinery and appliances)	AID.
85.28	Parts of electrical machinery not mentioned or included in other headings of this chapter	AID.
86.09	Parts and spare parts for railway rolling stock (except axles, traction hooks, couplings and springs).	
87.06	Parts and accessories of motor vehicles falling within Heading Nos. 87.01, 87.02 and 87.03 (provided they are indicated in the parts catalogues) (except chassis, luggage compartment, mud-guard, doors, safety belts, balata, oil felt, copper alloy bearing in steel casing, exhaust tubes, silencers, pneumatic horns and fuel tanks) (including chassis parts)	AID.
87.07.20	Parts and spares (except those falling within 84.06.90)	AID.
87.11	Invalid carriages and similar means of transportation fitted with mechanical propulsion.	
88.03	Parts and spares of balloons, airships, flying machines, helicopters, gliders and kites.	
90.07.15	Parts for photographic cameras (except body, box and chassis).	
90.07.20	Other apparatus.	
90.07.30	Parts of other apparatus.	
90.08	Only parts (except body, chassis and box).	
90.10	Apparatus and equipment of a kind used in photographic or cinematographic laboratories, not falling within any other heading in this chapter, photocopying apparatus (contact type), spools or reels, for films, screens for projectors.	
90.14	Geodesical, topographical and surveying instruments and apparatus.	
90.15	Sensitive balances (except centigram balances and their weights).	
90.16	Only planimeters, micrometers and calibrators.	
90.17	Medical, surgical, dental and veterinary instruments and apparatus	AID.
90.20.30 to 90	Only X-ray tubes and parts of X-ray apparatus.	
90.21	Instruments, apparatus or models, designed solely for demonstrational purposes (exclusively for exhibition), unsuitable for other uses (except globes up to a diameter of 31 cm.).	
90.22	Machines and appliances for testing mechanically the hardness, strength, compressibility, elasticity and like properties of industrial materials	AID.
90.23	Hydrometers, aerometers, alcoholmeters and other (except those having the character of ornaments on a plastic or wooden basis).	
90.25	Instruments and apparatus for physical or chemical analysis and other	AID.
90.26.20	Supply meters for liquids (except water supply meters of 1 in. or less).	
90.26.30	Gas supply meters.	
90.27	Other meters, speed indicators, taximeters and stroboscopes.	
90.29	Parts and accessories suitable for use with one or more of the articles falling within heading Nos. 90.23, 90.24, 90.26, 90.27 and 90.28.	
91.11	Other clocks and watch parts (except cases and chassis 'platine').	
92.09	Musical instrument strings.	
92.11	Parts and accessories of musical instruments, metronomes, tuning forks and pitch pipes of all kinds (except empty boxes and other parts of musical boxes).	
92.12.41	Only teaching records	With the permission of the Ministry of National Education.
92.12.43	Gramophone record matrices only.	
96.02.10	Brushes used as machinery part.	
98.04	Only pen nibs and nib points.	
98.10.20	Parts and spares of lighters (except fuel container and outer case).	

Notes

1. If no Statistical Nos. are indicated against the Tariff Headings included in these lists, all the Statistical Nos. indicated in the Tariff for the said heading and the goods to which they refer shall be deemed to be included in the said heading.

2. If the descriptions of the goods included in these lists are not accompanied by the words 'only', 'except' and similar restrictive terms, all the goods included in that heading of the Tariff shall be deemed to be included in the said description.

3. The letters AID mentioned in these lists indicate the articles the value whereof shall be paid entirely or in part out of AID funds.

Details of these allocations will be published in the *Board of Trade Journal* as soon as possible.

DENMARK

Removal of import restrictions

THE DANISH AUTHORITIES have announced that from January 1, 1965, import licences will not be required for the goods listed below.

This notice further amends the list of goods subject to licensing control published on pages 362 and 364 of the *Board of Trade Journal* on August 16, 1963. Previous amendments have appeared in the *Board of Trade Journal* of February 28 (page 482) and July 10, 1964 (page 101). A new list incorporating all the amendments will be published shortly.

Heading in the Customs Tariff	Item
ex 29.43	Invert sugar, fructose and maltose, chemically pure. N.B. Glucose which has not been liberalized is now classified under 17.02.
ex 40.06	Adhesives on backings of plastic materials or paper.
ex 48.07	Carbon paper and tracing paper in rolls or sheets.
ex 48.13	Carbon and other copying papers and transfer papers, cut to size, whether or not put up in boxes.
ex 62.03	Sacks and bags, of a kind used for packing of goods.
ex 84.16, ex 84.18, ex 84.40	Ironing machines, centrifugal driers and parts of such machinery for domestic and laundry use. N.B. Industrial and household washing machines (ex 84.40) have not been liberalized.
ex 84.61	Taps, cocks, valves and similar appliances, for pipes, boiler shells, tanks, vats and the like, including pressure reducing valves and thermostatically controlled valves.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

IRISH REPUBLIC

Licences for imports of raw apples

THE MINISTER FOR AGRICULTURE in the Irish Republic is prepared to grant licences under the Apples (Regulation of Import) Order 1951, for the importation of raw apples during the period February 16 to July 7, 1965.

Applications for licences should be addressed to the Secretary, Department of Agriculture (Section 4), Dublin 2, and should indicate the quantity it is desired to import.

Note: Raw apples grown in the United Kingdom may be imported without a licence.

Hospital Sterile Supplies Board

THE MINISTER FOR HEALTH of the Irish Republic has made an Order under the Health (Corporate Bodies) Act, 1961 (No. 27 of 1961) entitled The Hospital Sterile Supplies Board (Establishment) Order, 1965, the effect of which is to establish a body to be known as An Bord Coracha Aimride d'Ospideil, or The Hospital Sterile Supplies Board, which will arrange to supply hospitals and other institutions, medical practitioners and other approved persons with sterile requisites.

DERBYSHIRE COUNTY COUNCIL

TENDERS FOR UNIFORM CLOTHING

TENDERS are invited for the supply of UNIFORM CLOTHING FOR AMBULANCE PERSONNEL (including shirts and ties) for the period from 1st April, 1965, to 31st March, 1966. Forms of tender may be obtained on application to the COUNTY MEDICAL OFFICER OF HEALTH, COUNTY OFFICES, MATLOCK. SEALED TENDERS (together with samples of cloth) must be forwarded in envelopes which will be provided and must be delivered to the undersigned not later than 10 a.m. on MONDAY, 1st MARCH, 1965. The Council does not bind itself to accept the whole or any part of any tender submitted.

D. G. GILMAN, *Clerk of the County Council.*

SPAIN

Motor vehicle insurance

BY A DECREE of November 19, 1964, the Spanish authorities enacted that insurance against third-party risk arising from the use and circulation of motor vehicles in Spain should become compulsory from January 1, 1965. The rates of insurance, which were to be announced later, were not in fact published in the *State Gazette* until December 29. Because of this delay, the Spanish authorities deferred the effective date of the Decree until April 1, 1965.

Foreign vehicles will come under the terms of the law.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 or 462).

KUWAIT

Trading through intermediaries

IT SOMETIMES happens that British firms new to the Kuwait market accept orders from foreign buyers through intermediaries who do not carry any financial responsibility for payment of the resulting invoices. Sometimes there is a misunderstanding as to the terms of the order, the quantity of goods required, etc. The result is, unfortunately, on occasions that the British firm cannot recover its money from the foreign buyer or has great difficulty in doing so and is perhaps involved in lengthy correspondence and some loss.

To help in reducing these difficulties it is suggested that:

(1) Any British firm able and willing to export to Kuwait regularly and in quantity should appoint a Kuwaiti agent. Export Services Branch or the Commercial Secretariat of the British Embassy in Kuwait will be glad to advise on this.

(2) If a British firm prefers to deal through an intermediary outside Kuwait the latter should, unless he clearly accepts financial responsibility, be asked to produce a written order from the Kuwait customer, duly authorized and giving details of quantities, delivery dates, means of shipment, etc.

(3) The British firm should insist, in transactions of this kind, on letter of credit terms. Among other advantages, this will ensure, by bringing in the Kuwait banks, that transactions are properly scrutinized for compliance with the recent Importation Law.

Inquiries about this notice should be addressed to Export Services Branch, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245), quoting reference ESB 979G.

ISRAEL

Liberalization of imports

THE FOLLOWING ITEM has been deleted from the list of goods the import of which into Israel is completely liberalized:

08.01 (b) Dried or compressed dates.

These goods are now in the least favourable category, that is, specific import licences are required.

Marking regulations

THE ISRAELI official gazette, *Kovetz Hatakanot*, No. 1637 of October 15, 1964, contained the 'Law Concerning Supervision Over Consumer Articles and Services (Labelling of Textile Yarns) (Amendment), 5725, 1964.' This law amends the existing regulations governing the labelling of textile yarns. A translation of the law is held in the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 460/462), to whom inquiries about Notice (1) above should also be addressed.

UNITED ARAB REPUBLIC

Prohibited imports

A NEW LIST of goods the importation of which is prohibited has recently been received from the United Arab Republic.

Inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460-462).

IRAN

Import regulations

IT WAS ANNOUNCED in the *Board of Trade Journal* of January 15, that the amount required for registration of orders covering imports of wheat into Iran was 30·60 Rials per $. The Central Bank of Iran have now issued a further circular which states that, with effect from December 19, 1964, this amount has been increased to 76·50 Rials per $.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

LIBYA

Customs tariff changes

NEW CUSTOMS DUTIES became effective in Libya on January 1, 1965. There are numerous and substantial decreases of up to 50 per cent or more in the duty on foodstuffs, clothing and consumer goods generally. There are also reductions in the duty on some raw materials for industry, certain electrical goods (including domestic electric appliances) and motor vehicles.

Further details may be obtained from Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460/462).

REPUBLIC OF SENEGAL

Global import quotas 1964/5

THE remainder of the Global import quotas for the Republic of Senegal for 1964-5 were announced in Dakar on January 11, 1965. No quota has yet been published for Commercial vehicles of over 3 tons, and it is not known whether such a quota will be made available later. Previous items were announced in the *Board of Trade Journal* dated December 25, 1964, and January 8, 1965. The new list was as follows, the closing date for application being in all cases February 12, 1965:

Description of Item	Amount of Quota (in French Francs)
Air conditioners	449,070
Refrigerators	1,500,000
Cereals other than wheat	65,685,580
Drinks other than whisky and gin	299,550
Sugar confectionery, cocoa and cocoa preparations and preparations of cereals	651,322
Meat, fish, fruit, vegetables and various preparations therefrom (including tea)	10,580,254
Raw and manufactured tobacco	2,483,800
Various mineral products including sulphur, oils, iron and steel products, metallurgical minerals	762,100
Pharmaceutical products, colouring materials, insecticides	1,305,040
Plastic materials	1,483,947
Miscellaneous chemical products including fertilizers, essential oils, soaps, explosives, photographical material	1,625,581
Printed cotton and synthetic material	4,077,177*
Cost of printing on French and Senegalese unbleached fabric	2,077,177
Unbleached cotton	2,178,000
Unprinted synthetic fabric	385,000
Jute sacks	1,904,720
Household articles and miscellaneous articles of base metal, storm lanterns	2,685,952
Tools and cutlery	300,000
Watches and clocks	100,000
Domestic radio apparatus	1,190,840
Office equipment, electrical consumer goods, mechanical consumer goods, optical goods, photographic and cinema equipment, etc.	2,558,034
Leather and paper goods, synthetic yarn, wool, cotton, carpets, fishing nets, twine, cordage, ropes, cables, made-up clothing and shoes (other than those prohibited), headgear, umbrellas, china, glass, fine pearls, musical instruments, furniture, toys and games, brooms, brushes and miscellaneous	7,766,919

* Of which FF.1,000,000 is reserved for imports from countries with abnormal competitive advantages.

Inquiries about this announcement should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

The British Embassy in Dakar states that Beer was added to the above list on January 18, 1965. The closing date for application is February 28, 1965, and the amount of quota 175,055 French francs.

KENYA

Import licensing regulations

LEGAL NOTICE No. 7 of 1965 published in the Kenya *Official Gazette* announces that the Imports, Exports and Essential Supplies Act (Cap. 502) is amended by the Imports, Exports and Essential Supplies (Imports) (Amendment) Order, 1964, with effect from December 24, 1964. The following items are added to the Schedule of goods, including those of United Kingdom origin, for which specific import licences are required:

FIRST SCHEDULE

Item No.	Description of Commodity
	Division 59 – Chemical Materials and Products, n.e.s.
599	Chemical materials and products, n.e.s.:
599 2 0	Mosquito coils only.
	Division 84 – Clothing
841	Clothing (except fur clothing):
	Clothing of textile fabric, not knitted or crocheted:
841 1 1	Shirts.

Notes for the guidance of Importers on the Imports, Exports and Essential Supplies (imports) (Amendment) Order, 1964

This Note is issued for the general guidance only of importers on the implementation of the above Order. It shall not be quoted as authority for the issue of any individual licence, the grant or refusal of which remains in the absolute discretion of the Director of Trade and Supplies in accordance with Section 6 (1) of the Imports, Exports and Essential Supplies Act (Cap. 502). The policy governing the application of import controls as set out in this note is also liable to variation without notice.

2. The following commodities are added to the First Schedule of the principal Order and the Remarks Column indicates the extent of licensing control over imports of each item:

Code Item	Commodity	Remarks
599 2 0	Mosquito coils . . .	No licences will be issued.
841 1 1	Shirts, not knitted or crocheted	No licences will normally be issued for shirts of a c.i.f. Mombasa value of less than shs. 100/- per dozen. This restriction will not, however, apply to children's shirts.

3. Commodities now added to the Second Schedule, which thus become subject to licensing from Tanzania and Uganda unless of Tanzania or Uganda origin, will be subject to the same degree of restriction as direct imports from overseas as indicated in the Notes for the Guidance of Importers issued in connection with the principal Order (Legal Notice 341/64).

4. Importers are also advised of the following amendments to the Notes issued for the Guidance of Importers in connection with the principal Order:

Code Item	Commodity	Remarks
629 1 1	Bicycle tyres . . .	No licences will be issued for sizes 28 x 1½ and 26 x 1¾ of a c.i.f. Mombasa value of less than 7/50 per piece. Licences will be issued freely for other sizes.
629 1 5	Bicycle tubes . . .	No licences will be issued for size 28 x 1½ of a c.i.f. Mombasa value of less than 2/75 per piece. Licences will be issued freely for other sizes.
656 6 2 656 6 9	Blankets and Travelling Rugs	Licences will only be issued for blankets and travelling rugs of a c.i.f. Mombasa value of shs. 5/- per piece or over. This restriction will not, however, apply for the time being to blankets of a size not exceeding 36 in. x 36 in. which will be licensed freely.
Group 851	Footwear	Licences will normally only be issued as follows: (a) For ladies' and gent's leather shoes of 9 in. inside length or over as defined in the Customs Tariff Schedule. Licences will only be issued for shoes of a c.i.f. Mombasa value of shs. 20/- per pair or over. (b) For ladies' leather sandals licences will only be issued for those of a c.i.f. Mombasa value of shs. 15/- per pair or (d) over. Licences will be issued freely for leather shoes of less than 9 in. inside length. (c) For canvas, plastic and rubber footwear of 9 in. inside length or over licences will only be issued for those of a c.i.f. Mombasa value of shs. 7/50 per pair or over. (e) For canvas, plastic and rubber footwear of under 9 in. inside length licences will only be issued for those of a c.i.f. Mombasa value of shs. 5/- per pair or over.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

Customs tariff amendments

LEGAL NOTICE No. 12, published in the Kenya *Official Gazette* dated January 12, 1965, announces the Customs Tariff (Suspended Duty) (Imposition) Order, 1965 which takes effect from January 8, 1965. Under this Order the suspended duty of 17½ per cent *ad valorem* in respect of paragraphs (ii), (iii) and (iv) of item 58(n) (relating to bars, angles and strips of metals), in the First Schedule to the Act is hereby imposed. Details of these items were published in the *Board of Trade Journal*, dated May 8, 1964 (page 1,042).

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 472).

SIERRA LEONE

Amendment to customs tariff

THE SIERRA LEONE Customs Tariff (Amendment) Order, 1965, published in the Sierra Leone *Official Gazette* dated January 14, amends with effect from January 6, the First and Second Schedules to the Sierra Leone Customs Tariff (published in the *Board of Trade Journal* of September 4, 1964, pages 540-541) as follows:

The First Schedule – Import Duties

Item	Goods	Unit	Preferential Tariff	General Tariff
Substitute for Item 14C the following:				
14C	Footwear: plastic sandals . . .	Pair	Le 0·25 or 32½% *ad val.* whichever is the higher	Le 0·25 or 32½% *ad val.* whichever is the higher
Substitute for Item 26A the following:				
26A	Projectors, cameras, binoculars, telescopes, photographic and cinematograph apparatus and parts thereof; and unexposed cinematograph and photographic films	—	36¼% *ad val.*	40% *ad val.*

The Second Schedule – Table of Exemptions from Import Duty

Substitute for Item 9 thereof the following new item:

9. All goods imported by or on behalf of the Fourah Bay College Council, the Njala University College Council or the Milton Margai College Council, which the Comptroller of Customs is satisfied are for use of any such Council and by or on whose behalf they have been imported, but not including:
   (a) goods for re-sale;
   (b) foods, beverages, tobacco goods, toilet requisites, and any other goods which the Comptroller of Customs considers to be of a purely luxury nature for the use of the staff or students;
   (c) petrol and kerosene;
   (d) fuels and lubricants for use in vehicles;
   (e) animal feeding stuffs;
   (f) clothing.

Note

The object of the Order is to increase the duty on plastic sandals, to explain that item 26A of the First Schedule covers unexposed cinematograph and photographic film and to extend to Njala University College the concessions at present granted to Fourah Bay College and the Milton Margai College.

TANZANIA

Import licensing regulations

GENERAL NOTICE No. 219, published in the United Republic of Tanzania *Official Gazette*, dated January 22, 1965 adds, with effect from January 18, the following item to the Schedule of goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section 8 – Miscellaneous Manufactured Articles
Division 84 – Clothing
841 7 0 Second hand shirts only

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757. Ext. 472).

PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian assets

HM CONSULATE-GENERAL in Lourenco Marques have reported that the impending liquidation of the following Indian businesses has been announced. Claims against their assets must be submitted by February 13.

District of Gaza
Manibai Manekbai and Wagji Morargi; Pritamlal Tricanji.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2340).

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 386, published in the Republic of South Africa *Government Gazette* of January 22, states that the Board of Trade and Industries have received the following applications affecting the Republic's Customs Tariff:

For an increase in duty on:

(a) Varnishes and lacquers, by increasing the alternative specific duty of 25 cents per gallon to 75 cents per gallon, and

(b) Generators used as original equipment for motor vehicles from various rates of duty to 20 per cent *ad valorem.*

Where British trade organizations are thought to be interested in the above applications they are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the above, should address their inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference (a) CRE1202/65 and (b) CRE1203/65.

GHANA

Customs tariff amendments

THE CUSTOMS (Amendment of Duties) (No. 1) Order, 1965, published as Executive Instrument 9 on January 21, and operative from that date, makes the following amendments to the Ghana Customs Ordinance:

Part 1—Import Duties of Customs

First Schedule

Goods	Rate of Duty
(1) By the substitution, for item 1 (b), of the following item:	
1 (b) Accumulator parts imported for the manufacture of accumulators by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
(2) By the substitution, for item 3, of the following item:	
3 Ale, beer, cider, perry porter and Stout . . the gallon	£G1 10s. 0d.
(3) In item 4 (b) – by the substitution for the words 'admitted as such by by Comptroller,' of the following words: Imported by a manufacturer licensed under the Excise Ordinance, 1953	
(4) By the omission of sub-item 4 (c) and 4 (d):	
(5) By the substitution, for item 4 A, of the following:	
4 A Animals living of the following types:	
(i) Sheep and goats, including rams, ewes, lambs, wild goats and kids . . . . . per head	£G0 10s. 0d.
(ii) Swine . . . . . per head	£G0 15s. 0d.
(iii) Other animals of the bovine species including oxen, cows, bulls, bullocks, heifer and calves . . . per head	£G3 0s 0d.
(6) By the substitution, for item 5, of the following:	
5 Apparel, including accessories for apparel, not elsewhere specified or included in this Schedule:	
(1) Footwear, other than gaiters, leggings, puttees and spats:	
(a) Babies' wear admitted as such by the Comptroller . .	25% *ad val.*
(b) Other . . . . . the pair	£G0 3s. 6d. or 66⅔% *ad val.* whichever is the higher
(2) Handkerchiefs, headties, mufflers, sarongs, scarves and similar articles:	
(a) Of a greater area than one-third of a square yard . the square yard	£G0 2s. 0d. or 66⅔% *ad val.* whichever is the higher
(b) Other, including pocket handkerchiefs	66⅔% *ad val.*
(3) Outer garments of textile materials:	
(a) Babies' wear admitted as such by the Comptroller . . .	25% *ad val.*
(b) Other	
(i) Aprons, cardigans, housecoats, jerseys, overalls and similar protective garments; pullovers and wasitcoats . each	£G0 4s. 6d. or 66⅔% *ad val.* whichever is the higher
(ii) Blouses, frocks and shorts	66⅔% *ad val.*
(iii) Bathing costume of all kinds	100% *ad val.*
(iv) Jackets, gents' trousers (including jodhpurs and riding breeches) and ladies' slacks	75% *ad val.*
(c) Dressing gowns and skirts . . . . . each	£G0 4s. 6d. or 66⅔% *ad val.* whichever is the higher
(4) Socks, stockings and sockettes . . . . . the pair	£G0 1s. 0d. or 50% *ad val.* whichever is the higher
(5) Undergarments:	
(a) Babies' wear admitted as such by the Comptroller . . .	25% *ad val.*
(b) Other:	
(i) Shirts, singlets, chemises, undervests, undershorts, brassieres, drawers, pantees, slips, petticoats and articles not elsewhere specified or included in this part of the schedule . each	£G0 5s. 0d. or 66⅔% *ad val.* whichever is the higher
(ii) Camisoles, camiknickers, corsets, nightwear, and underskirts each	£G0 5s. 0d. or 66⅔% *ad val.* wihichever is the higher
(6) Gloves, complete	75% *ad val.*
(7) Others, not elsewhere specified	66⅔% *ad val.*
(7) By the insertion, immediately after item 5, of a new item 5 (A):	
5 (A) Apparel and household rummage showing signs of appreciable wear, rags . . . . . the pound	£G0 2s. 6d. or 33⅓% *ad val.* whichever is the higher
(8) In item 6 by the substitution for the words 'arms, ammunition and explosives,' of the words 'arms and ammunition.'	
(9) By the substitution, for item 7 (b) of the following:	
7 (b) Gunpowder, not in this part of this schedule particularly charged with some different rate of duty . the pound	£G0 5s. 0d.
(10) In item 8 by the insertion of the words 'of jute' after the word 'sacks.'	
(11) By the insertion, immediately after item 8, of the following new items 8 (A), 8 (B) and 8 (C):	
8 (A) Basketware, wickerwork, loofah and articles made therefrom not elsewhere specified or included in this part of this Schedule	66⅔% *ad val.*
8 (B) Bed, quilting, bed quilts, bed sheets, bed spreads, dusters, napkins, pillowcases, table cloths and other similar made-up household articles of textile material not elsewhere specified or included in this Schedule	66⅔% *ad val.*
8 (C) Blankets made of all types of material . the square yard	£G0 3s. 6d. or 66⅔% *ad val.* whichever is the higher
(12) By the substitution for item 9, of the following item:	
9 Bicycles and tricycles excluding children's cycles not fitted with ball bearings and children's cycles not constructed in the normal form of adult's cycles:	
(a) Whether imported, assembled or unassembled	15% *ad val.*
(b) Spare parts, accessories and auxiliary engines therefor including tyres and tubes of sectional width not exceeding 1¾ inches . .	15% *ad val.*
(13) By the substitution, for item 10, of the following:	
10 Calcium carbide . . . . . the pound	£G0 0s. 2d.
(14) By the insertion, immediately after item 10 (A), of the following new item 10 (B):	
10 (B) Cameras and projectors all kinds	100% *ad val.*
(15) By the insertion, immediately after item 11, of the following new items 11 (A), 11 (B) and 11 (C):	
11 (A) Clocks and watches, all kinds, complete	100% *ad val.*
11 (B) Chemicals and colouring materials for use in textile manufacturing imported by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
11 (C) Cotton, raw, imported for the manufacture of cotton yarn by a manufacturer licensed under the Excise Ordinance, 1953 .	5% *ad val.*
(16) By the substitution, for item 12, of the following item:	
12 Cotton, flax, natural silk, man-made fibres (other than glass or metal), wool or other animal hair or ramie or mixture thereof:	
(1) Piece-goods:	
(a) Fents . . . . . the pound	£G0 3s. 0d. or 66⅔% *ad val.* whichever is the higher
(b) Knitted or interlock fabrics. . . . . the pound	£G0 2s. 0d. or 66⅔% *ad val.* whichever is the higher
(c) Velvet, velveteen, plushes and other pile fabrics the square yard	£G0 3s. 0d. or 66⅔% *ad val.* whichever is the higher
(d) Other . . . . . the square yard	£G0 2s. 0d. or 66⅔% *ad val.* whichever is the higher
(2) Towels and towelling . . . the square yard	£G0 4s. 0d. or 66⅔% *ad val.* whichever is the higher
(3) Yarn:	
(a) Not put up for retail sale:	
(i) For the manufacture of textile products by a manufacturer licensed under the Excise Ordinance, 1953 .	10% *ad val.*
(ii) Other . . . . . the pound	£G0 0s. 6d.
(b) Put up for retail sale, namely suitable for sewing, darning, crocheting or embroidering	40% *ad val.*
(4) Materials imported in rolls or pieces for the manufacture of excisable goods by a manufacturer licensed under the Excise Ordinance, 1953:	
(a) Printed or coloured or dyed in the piece . . .	10% *ad val.*
(b) Knitted or interlock fabrics.	
(c) White, sanforized or mercerized and fully shrunk .	
For the purpose of this sub-item (4), where the Comptroller is satisfied that similar materials are being produced locally the rates of duty under item 12 (1) shall apply if similar goods are imported.	
(5) Hessian cloth imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
(17) By the substitution, for item 13, of the following:	
13 (i) Electric light bulbs and fluorescent lamps and tubes . .	20% *ad val.*
(ii) Electric equipment, domestic:	
(a) Washing machines, vacuum cleaners, floor polishers .	66⅔% *ad val.*
(b) Desk fans, irons, kettles, boilers, toasters, water heaters, hair driers.	45% *ad val.*
(18) By the insertion, immediately after item 13, of the following new items 13 (A) and 13 (B):	
13 (A) Ferrous manufactures of the following kinds:	
(i) Wire	5% *ad val.*
(ii) Wire netting	10% *ad val.*
(iii) Barbed wire	10% *ad val.*
13 (B) Floor coverings, viz.:	
Carpets, carpeting and rugs, but excluding linoleum, straw mats, door mats, coir mats and jute mats. . . .	66⅔% *ad val.*
(19) By the substitution, for item 14, of the following:	
14 (a) Furniture, complete, imported, assembled or unassembled .	100% *ad val.*
(b) Materials imported solely for the manufacture of furniture and admitted as such by the Comptroller	20% *ad val.*
(20) By the substitution, for item 15, of the following:	
15 Grease, lubricating . . . . . the pound	£G0 0s. 3d.

Goods	Rate of Duty
(21) By the insertion, immediately after item 15, of the following new item 15 (A):	
15 (A) Hair pads, hair nets, wigs, false beards and similar articles of human, animal or artificial hair	100% *ad val.*
(22) By the substitution, for item 16 (b) of the following:	
16 (b) Parts and fittings for the manufacture of holloware, imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
(23) By the substitution, for item 18, of the following:	
18 Jute, raw	5% *ad val.*
(24) By the insertion, immediately after item 18, of the following new items 18 (A), 18 (B), 18 (C) and 18 (D):	
18 (A) (a) Knives, scissors and knife and scissor blades, and other articles of cutlery (including spoons, forks, ladles and similar kitchen or tableware), razors and razorblades; manicure and chiropody sets and appliances (including nail files), handles of base metal for any of the above articles	66⅔% *ad val.*
(b) Parts and fittings for the manufacture of forks, knives and spoons imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
18 (B) Leather, undressed	5% *ad val.*
18 (C) Lighters, mechanical, and similar lighters, including chemical and electric lighters, complete or incomplete (including bodies) each	£G0 5s. 0d. or 100% *ad val.* whichever is the higher
18 (D) Lime all kinds the gross ton	£G1 10s. 0d.
(25) By the substitution, for item 19, of the following:	
19 Machinery:	
(1) (a) Sewing machines complete	50% *ad val.*
(b) Sewing machine parts and hardware items imported for use in the assembly of sewing machines	15% *ad val.*
(2) Typewriters each	£G6 0s. 0d. or 50% *ad val.* whichever is the higher
(26) By the insertion, immediately after item 20, of the following new item 20 (A):	
20 (A) Metal window components and component fittings imported for the manufacture of louvres by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
(27) By the substitution, for item 21, of the following:	
21 Motor vehicles and trailers:	
(a) (i) Motor vehicles and trailers (including caravans) of all types whether imported unassembled or assembled, for the transport of persons, goods, or materials and chassis thereof together with their appropriate initial equipment not elsewhere specified and not particularly exempted in Part III of this Schedule	15% *ad val*
(ii) Motor vehicles excluding private saloon cars, station wagons, utility vans, and similar motor vehicles imported unassembled to be assembled solely for commercial purposes by a company owning a vehicles assembly plant and admitted as such by the Comptroller	10% *ad val.*
(b) Motor cycles, motor cycles side-cars and other similar vehicles, whether imported assembled or unassembled	10% *ad val.*
(c) Parts and accessories for vehicles (not including trailers and non-motorized caravans), but excluding specialized parts and accessories exempted under item 90 (3) in Part III of this Schedule	5% *ad val.*
(28) By the insertion, immediately after item 21, of the following new item 21 (A):	
21 (A) Musical instruments	66⅔% *ad val.*
(29) By the substitution, for item 23 (3), of the following:	
23 (3) Motor spirit and products ordinarily used as such: benzine, benzoline, naphtha (non-potable), gasoline, petrol and petroleum, aviation spirit, all kinds of shale and coal tar spirits but not including kerosene, power paraffin and other refined burning oils the gallon	£G0 3s. 6d.
(30) By the insertion, immediately after sub-item 23 (5), of a new sub-item 23 (6) as follows:	
23 (6) Essential oils, concretes, absolutes, concentrates, mixtures and aqueous solutions of essential oils, enfleurage greases and similar preparation:	
(a) For the manufacture of perfume or cosmetics by a manufacturer, licensed under the Excise Ordinance, 1953	33⅓% *ad val.*
(b) Other.	100% *ad val.*
(31) By the substitution, for item 23 (A), of the following:	
23 (A) Packages:	
Containers, made wholly of metal or metal and cardboard imported seamed or unseamed for the packing of locally manufactured products	5% *ad val.*
(32) By the substitution, for sub-item 24 (3), of the following:	
24 (3) Turpentine and white spirit	10% *ad val*
(33) By the substitution, for item 25 and 25 (A) of the following:	
25 Paper (excluding newsprint):	
(1) Machine made, printing and writing paper, plain (whether or not coloured) in reels of not less than 15 centimetres (approximately 6 in.) wide or in rectangular sheets of which no side is less than 36 centimetres (approximately 14 in.)	10% *ad val.*
(2) Machine made, paperboard (excluding parchment, greaseproof, corrugated and building board), plain whether or not surface coloured or decorated in reels of not less than 15 centimetres (approximately 6 in.) wide or in rectangular sheets of which no side is less than 36 centimetres (approximately 14 in.)	10% *ad val.*
(3) For making paper products imported by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
(4) Toilet paper of all kinds; paper towels, handkerchiefs and face tissues	50% *ad val.*
(34) By the substitution, for item 26, of the following:	
26 Paraffin wax and tallow imported solely for industrial purposes by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
(35) By the substitution, for item 26 (A), of the following:	
26 (A) Plasticwares other than holloware not elsewhere specified in this Schedule	66⅔% *ad val.*
(36) In item 28 – by the substitution for sub-items (7), (9), (12) (b) and (14), of the following:	
28 (7) Flour, meal, and groats of wheat and spelt (including meslin) the pound	£G0 0s. 5d.
28 (9) Lard and other rendered pig fat and other animal fat the pound	£G0 0s. 6d.
28 (12) Oil:	
(b) Imported solely for industrial purposes by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
28 (14) Products:	
Essences and syrups whether alcoholic or not, intended for use in the preparation of non-alcoholic beverages	66⅔% *ad val.*
(37) By the insertion, immediately after sub-item 28 (21), of the following new sub-item 28 (22):	
28 (22) Waters, table, including mineral waters of all descriptions	100% *ad val.*
(38) By the substitution, for item 29, of the following:	
29 Radio and television:	
(1) Sound receivers	75% *ad val.*
(2) Radiograms, record players, and gramophone records, loud hailers and transhailers; microphones, public address equipment, tape or wire recording machines, and parts and accessories of apparatus enumerated under this item	75% *ad val.*
(3) (a) Television receiving sets complete	20% *ad val.*
(b) Television parts and accessories	10% *ad val.*
(39) By the substitution, for item 30, of the following:	
30 (i) Refrigerators and air conditioning units domestic, complete.	50% *ad val.*
(ii) Parts and accessories for sub-item (i)	10% *ad val.*
(iii) Ice chest, refrigerating cold storage plant, and machinery including materials imported solely for use in connection with refrigerating cold storage plant and machinery	10% *ad val.*
(40) By the substitution, for item 32, of the following:	
32 Smoking pipes, cigar and cigarette holders and similar articles, and parts thereof	50% *ad val.*
(41) By the insertion, immediately after item 33, of the following new item 33 (A):	
33 (A) Soda, caustic and ash:	
(i) Imported for manufacturing purposes by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
(ii) Other	25% *ad val.*
(42) By the substitution, for item 34, of the following:	
34 Spirits:	
(1) Potable:	
(a) Bitters, brandy, gin, liqueurs, rum, whisky and other compounded or mixed potable spirits containing more than 1% by volume of pure alcohol including compound alcoholic preparations for the manufacture of alcoholic beverages, but not including alcoholic flavouring essences used exclusively in the preparation of food and non-alcoholic beverages, and spirituous medicinal preparations liable to duty under sub-item (c) of this sub-item the gallon	£G11 7s. 6d.
(b) Rectified spirit:	
(i) Imported under licence issued by the Comptroller solely for use in laboratories or in the compounding of drugs and medicine the gallon	£G0 4s. 0d.
(ii) Other the gallon	G11 7s. 6d.
(c) Spirituous medicinal preparations other than those specifically exempted from duty under Part III of this Schedule.	40% *ad val.*
(d) All spirits liable to duty under sub-items (a) and (b) (ii) above imported otherwise than in a bottle and of a strength exceeding 43% of pure alcohol in addition to the duty imposed under sub-items (a) and (b) (ii) of this item for every degree or part thereof in excess of 43% of pure alcohol the gallon	£G0 5s. 4d.
(2) Not potable:	
A Denatured:	
(i) Methylated:	
(a) Imported, solely for industrial, medical or scientific purposes under a licence issued by the Comptroller and not intended for sale the gallon	£G0 2s. 0d.
(b) Other the gallon	£G2 11s. 6d.
(ii) Other, imported for the manufacture of perfumery by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
B Perfumed, including dentifrices, toilet preparations and mouth washes the gallon	£G11 7s. 6d. or 100% *ad val.* whichever is the higher
(43) By the insertion, immediately after item 34, of new items 34 A and 34 B as follows:	
34 A Starch imported for industrial purposes by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
34 B Stoves, ovens, cookers of all kinds but excluding coal pot	45% *ad val.*
(44) By the substitution, for items 35 and 35 A, of the following:	
35 (i) Synthetic resin in granular or powder, and other materials, i.e., plasticizer, stabilizer, lubricants, fillers and pigments imported by a manufacturer licensed under the Excise Ordinance, 1953	5% *ad val.*
(ii) Accessories and fittings imported for the manufacture of plastic goods by a manufacturer licensed under the Excise Ordinance, 1953	10% *ad val.*
(45) By the substitution, for item 38, of the following:	
38 Tyres and tubes of all descriptions for use on wheels of motor vehicles, but excluding those suitable for tractors and vehicles designed solely for use in excavating and levelling operations	50% *ad val.*
(46) By the substitution, for item 42, of the following:	
42 All other goods not in this Part of this Schedule particularly enumerated or particularly exempted in Part III of this Schedule	40% *ad val.*

Part III—Exemptions from Import Duties of Customs

(1) By the substitution, for item 3, of the following:

3 (1) Aircraft, their parts, components and accessories imported by an approved airline operator for commercial purposes and if the Comptroller is satisfied that the same are imported solely for direct use in the operation of aircraft or the maintenance or repair of aircraft or their parts, the following items and parts and components of the same:

(a) Air-conditioning plant.
(b) Catering equipment.
(c) Engine starting trolleys.
(d) Freight hoist.
(e) Fuelling plants.
(f) Inspection platforms.
(g) Instruments.
(h) Materials for internal or external repair, renovation, decoration or redecoration.
(i) Passengers' gangways.
(j) Tools (including machine tools) and machinery (other than vehicles).

(2) Fuel and lubricants proved to the satisfaction of the Comptroller to be imported solely for use in aircraft.

Provided that the exemption granted by sub-item (2) of this item shall apply only to air services of countries approved by the President of Ghana.

(2) In item 4 by the insertion, immediately after sub-item (4), of the following new sub-item (5):

(*Continued on next page*)

GHANA, *continued*

(5) The Commandant of the Workers Brigade for the official use of the Workers Brigade and not for commercial purposes.

(3) In item 14 by the insertion after the word 'goats' a comma and the word 'swine.'

(4) by the the substitution, for item 23, of the following:

23 Building and bridging materials of the following kinds:
Iron and steel products namely:
Beams, girders, joists, rods, binding wire, pillars, and channels.

(5) In item 22 by the substitution, for the word 'Blind' of the words 'blind, deaf and/or dumb.'

(6) By the substitution, for item 25, of the following:

25 Church equipment proved to the satisfaction of the Comptroller to be imported by or for presentation to any religious body in Ghana namely:
(a) Altar bread, communion wafers, altar wine, altar frontals, altar linen and vestments;
(b) Church furniture, church organs and blowers therefor, harmoniums, pianos, and machinery for making altar bread and communion wafers.
(c) Church ornaments of a non-consumable nature.

(7) By the omission of item 35.

(8) By the substitution, for item 39, of the following:

39 Fire detecting, fighting, extinguishing and alarm machinery, apparatus and appliances, and vehicles specially built and equipped for fire-fighting.

(9) By the substitution, for item 40, of the following:

40 Fishing hooks, floats, nets and netting.

(10) In item 44 – by the substitution, for paragraph (3), of the following:

(3) Labourers' shovels and spades.

(11) In item 46 – by the substitution, for the words:
Instruments and appliances for:
of the words:
'Instrument, equipment and appliances for:.

(12) In item 47 – by the substitution, for the words 'Lead in sheets or bars' of the words 'Lead in primary form and semi manufactures of lead, lead tubes.'

(13) By the omission of item 48.

(14) By the omission of item 50.

(15) In item 52 – by the omission of the words:
'and similar materials.'

(16) By the insertion, immediately after item 53, of a new item 53 A:

53 A Machine parts and equipment specifically imported under a licence issued by the Minister of Trade, solely for the decimalization programme.

(17) By the substitution, for item 54, of the following:

54 Machinery, apparatus, appliances and parts thereof, but not including machines mainly for domestic use, tanks of iron and steel, toilet machines, weighing machines, vehicle or internal combustion engines for driving vehicles, of the following kinds:
(a) Agricultural and horticultural.
(b) For use in generating electric current either for electric lighting or for power for industrial purposes.
(c) Industrial and manufacturing, including machine tools.
(d) Marine.
(e) Mining and dredging.
(f) Railway and tramway.
(g) For water supply, sewerage, drainage or irrigation the following only:
Pipe, piping, tubes and fittings therefor, pumps, lifting gates and hoists.
(h) For use in connection with the preparation of, or prospecting for, any natural product of Ghana or the development of any industry in connection with such product.

(18) By the insertion, immediately after item 54, of a new item 54 A:

54 A Mining materials admitted as such by the Comptroller.

(19) By the substitution, for item 57, of the following:

57 Medicinal preparations, drugs, anaesthetics and dressings:
(a) Included in editions of the British Pharmacopoeia, the British Pharmaceutical Codex or the Veterinary Codex current at the time of importation (or the immediately previous edition of any such publication) labelled with the description shown therein.
(b) Included in the Second and Third Schedules of the Pharmacy and Drugs Act, 1961 (Act 64).
(c) For use as intravenous or intramuscular injection.

(20) By the substitution, for items 58, of the following:

58 Memorial tablets, tombstones and wreaths for graves engraved with a commemorative inscription to a deceased person.

(21) By the substitution, for item 71, of the following:

71 Personal effects, not being merchandise, of Ghanaians dying in places outside the limits of the Administration.

(22) By the substitution, for item 73, of the following:

73 Poultry brooders, hovers, incubators and other poultry-rearing, or egg packing and grading apparatus and accessories thereof.

(23) By the substitution, for item 74, of the following:

74 Printed literary matter produced by any duplicating processes other than printing, or in manuscript (including typescript) including atlases, books, charts, code books, documents, globes, maps, music, newspapers and periodicals (other than newspapers and periodicals imported for packing purposes), plans and drawings, scientific and technical works, trade catalogues and price lists but excluding almanacs, calendars and stationery.

(24) By the insertion, immediately after item 75, of a new item 75 A:

75 A Protective clothing for fishermen and cold storage attendants of the following description:
(a) Plastic sou'wester or cap.
(b) Plastic smock.
(c) Fishermen's rubber knee-high or waist-high boots.
(d) Fishermen's plastic aprons.
(e) Fishermen's thick rubber gloves.

(25) By the substitution, for item 76, of the following:

76 Provisions of the following kind:
(1) Chocolate, confectionery in block, or tablet form whether 'plain' or milk, consisting wholly of chocolate (flavoured or not) or with the sole addition of fruit or nuts or both.
(2) Infants food admitted as such by the Comptroller.
(3) Products intended for use as beverages (other than products containing eggs and malt or egg and malt substitutes) containing 90 per cent or more by weight of cocoa or cocoa mixed with sugar and/or milk.

(26) By the omission of item 78.

(27) In item 79, by the substitution for sub-item (1), of the following:

(1) School stationery, instruments, scientific apparatus, appliances, materials and similar requisites, including furniture and other non-consumable equipment for use exclusively in the classroom, workshop, laboratory, housecraft room, assembly hall, recreation room, dormitory, dining hall or kitchen and sports and gymnastic equipment (excluding wearing apparel) imported by or on behalf of secondary schools, training colleges and other institutes of higher education approved by the Minister responsible for Education.

(28) By the substitution, for item 81, of the following:

81 Sodium compounds, including sodium silicate, but excluding caustic soda and ash principally used industrially, imported by a manufacturer licensed under the Excise Ordinance, 1953.

(29) By the omission of item 89: and

(30) by the substitution, for item 90, of the following:

90 (1) Vehicles or tractors (not including trailers and non-motorized caravans)) mechanically propelled, designed solely for use in agriculture, excavating, or levelling operations or the construction and maintenance of roads, motor road sweepers and

Continued on page 307

British Chambers of Commerce Overseas

(Telegraphic Addresses follow in italic)

ARGENTINE – British Chamber of Commerce in the Argentine Republic, Bartolome Mitre 441, Buenos Aires. '*Cambrit*', *Baires*.

BELGIUM AND LUXEMBOURG – British Chamber of Commerce for Belgium and Luxembourg, 204 Rue Royale, Brussels. *Brichacom*.

BRAZIL – British Chamber of Commerce in Brazil (Inc.), Rua da Conceicao 105, 22nd Floor, Groups 2201-2203, Rio de Janeiro, Caixa Postal 56-2C.-00, Rio de Janeiro. *Chambrit, Rio de Janero*.

British and Commonwealth Chamber of Commerce in Sao Paulo, Rua Barao de Itapetininga 275-7, Sao Paulo, Caixa Postal 1621, Sao Paulo, *Britchamb, Sao Paulo*.

CHILE – British Chamber of Commerce in the Republic of Chile (Inc.), Bandera 227-4, Piso-Of. 11/12, Casilla 536, Santiago. *Chambrit, Santiago*.

EGYPT – British Chamber of Commerce of Egypt (evacuated), 16 Catherine Place, London, S.W.1.

FRANCE – British Chamber of Commerce, France (Inc.), 6, rue Halevy (Place de l'Opera), (Paris 9°). *Britomerce*.

Marseilles Regional Council of the British Chamber of Commerce, 2 rue Beauvau, Marseilles (1°) B.du R.

Bordeaux Regional Council of the British Chamber of Commerce, 25 Cours du Marechal Foch, Bordeaux.

GERMANY – British Trade Council, The Secretariat, c/o Commercial Department, British Embassy, Bonn.

GREECE – British Hellenic Chamber of Commerce, 23 Amerikis Street, Athens.

INDONESIA – British Chamber of Commerce in Indonesia, Kali Besar Barat 1 (Second Floor), P.O. Box 543, Djakarta-Kota.

IRAQ – British Commercial Society in Baghdad, P.O. Box 43, Baghdad.

ISRAEL – Anglo-Israel Chamber of Commerce (Israel), 82 Allenby Road, Tel-Aviv. P.O. Box 1127, Tel-Aviv.

ITALY – British Chamber of Commerce for Italy, 1/3 Via Tarchetti, Milan. *Britaly, Milan*.

JAPAN – British Chamber of Commerce, c/o Price Waterhouse & Co., Naka 9th Building, 14 Marunouchi, 2-Chome, Chiyoda-ku, Tokyo. P.O. Box 797, Central, Tokyo.

MEXICO – British Chamber of Commerce in Mexico, Plaza de la Republica 43-303, Mexico 1, D.F.

MOROCCO – British Chamber of Commerce for Morocco, Place du 16 Novembre, Casablanca. *Britcommer*.

NETHERLANDS – Anglo-Dutch Trade Council, 45 Raamweg, The Hague.

PORTUGAL – British Chamber of Commerce in Portugal, Rue Victor Cordon 4, Lisbon, 2.

Madeira – British Chamber of Commerce Inc., 13 Rua 5 de Janho, Funchal.

SPAIN – British Chamber of Commerce for Spain, Marques de Valdeiglesias 3, Madrid, 14 *and* Paseo de Gracia 11, Barcelona, 7. *Britcom*.

Canary Islands – British Chamber of Commerce Inc., P.O. Box 72, Las Palmas.

SWEDEN – British-Swedish Chamber of Commerce in Sweden, Hovslagargaten 5b, Stockholm C.

SWITZERLAND – British Swiss Chamber of Commerce, 1 St. Peter Strasse, Zurich, 1, *and* 1 Galeries Benjamin Constant, Lausanne. *Britannica*.

THAILAND – British Chamber of Commerce, 1041/1 Silom Road, Bangkok.

TUNIS – British Chamber of Commerce, 7 Place de la Victoire, Tunis.

TURKEY – British Chamber of Commerce of Turkey, Necati Bey Caddesi 110, Buldanlioglu Han No. 2, Galata, Istanbul.

UNITED STATES – British-American Chamber of Commerce, 355 Lexington Avenue, New York, 17, N.Y. *Briemcha, New York*.

British-American Chamber of Commerce of the Pacific Southwest, 643 South Flower Street, Los Angeles, 13, California.

British-American Chamber of Commerce of the Midwest, Suite 935, 209 South La Salle Street, Chicago 3, Illinois.

British-American Chamber of Commerce, 310 Sansome Street, San Francisco, 4, California.

URUGUAY – British Chamber of Commerce, Calle Cerrito 420, P. 6 Esc. 605, Montevideo. *Britchamb, Montevideo*.

Further information about these Chambers of Commerce can be obtained from the Association of British Chambers of Commerce, 68 Queen Street, London, E.C.4. (Telephone City 7211.)

Principal Commonwealth Chambers of Commerce

AUSTRALIA – Associated Chambers of Commerce of Australia, 79 London Circuit, City Canberra, A.C.T. *Asbercom, Canberra*.

CANADA – Canadian Chamber of Commerce Inc., Room 530, Board of Trade Building, Montreal, 1. *Canchamber*.

CEYLON – Ceylon Chamber of Commerce Inc., Chamber of Commerce Building, P.O. Box 274, Colombo. *Chamber*.

CYPRUS – Cyprus Chamber of Commerce and Industry, Astir Building, Ariadnis Street 23a, P.O. Box 55, Nicosia. *Chamber*.

EAST AFRICA – Association of Chambers of Commerce and Industry of Eastern Africa, P.O. Box 470, Nairobi. *Aschamcom*.

FEDERATION OF MALAYA – The Federated Malay States Chamber of Commerce, P.O. Box 192, Hong Kong and Shanghai Bank Building, Kuala Lumpur. *Commerce*.

GHANA – Ghana National Chamber of Commerce, P.O. Box 2325, Accra.

INDIA – Associated Chambers of Commerce of India, Royal Exchange, Calcutta, 1. *Assocham*.

MALAWI – Malawi Chamber of Commerce, P.O. Box 153, Blantyre, Malawi.

NEW ZEALAND – Associated Chambers of Commerce of New Zealand, Dumbarton Building, 185 Willis Street, Wellington, *Vigilance*.

NIGERIA – Association of Chambers of Commerce in Nigeria, 35/37 Martins Street, P.O. Box 109, Lagos. *Commerce, Lagos*.

NORTHERN RHODESIA – Commercial and Industrial Association of Northern Rhodesia, P.O. Box 844, Lusaka, Northern Rhodesia.

PAKISTAN – Karachi Chamber of Commerce and Industry, Chamber of Commerce Building, Wood Street, Box No. 4833, Karachi, 2. *Assochap*.

SIERRA LEONE – Chamber of Commerce of Sierra Leone, P.O. Box 502, Freetown.

SOUTHERN RHODESIA – Associated Chambers of Commerce of Rhodesia, Chamber of Mines Building, 47 Gordon Avenue, Salisbury, S. Rhodesia, P.O. Box 1934.

WEST INDIES – Incorporated Chambers of Commerce of the British Caribbean, c/o Barbados Chamber of Commerce, Barbados.

Further information about the Chamber of Commerce movement in the Commonwealth can be obtained from Federation of Commonwealth and British Chambers of Commerce, 69 Cannon Street, London, E.C.4. (Telephone: City 4444, Ext. 118).

British Business Organizations Overseas

AUSTRALIA – Australia/British Trade Association, 138, Flinders Street, Melbourne, C.1. *Ausbritman, Melbourne*.

CANADA – British Trade Centre, 100 University Avenue, Toronto. *Britcan, Toronto*.

British Trade Centre, Arrowhead Building, 2100 Drummond Street, Montreal. *Cabmavan*.

NEW ZEALAND – United Kingdom Manufacturers' and New Zealand Representatives' Association (U.K.M.A.N.Z.R.A.), 310 D.L. Building, Customhouse Quay, Wellington, C.1. *Transtrade*.

PERU – Peruvian-British Trade Centre, Camana 993, Fourth Floor, Lima.

SOUTH AFRICA – British Manufacturers' and Representatives' Association, 701/703, Southern House, corner Fox and Rissik Streets, P.O. Box 3264, Johannesburg. *Union*.

VENEZUELA – Anglo-Venezuelan Trade Association and the British Trade Promotion Centre, Apartado Del Este 5713, Edificio Sokoa, Oficina 7, Plaza Chacaito, Caracas. *Britrade, Caracas*.

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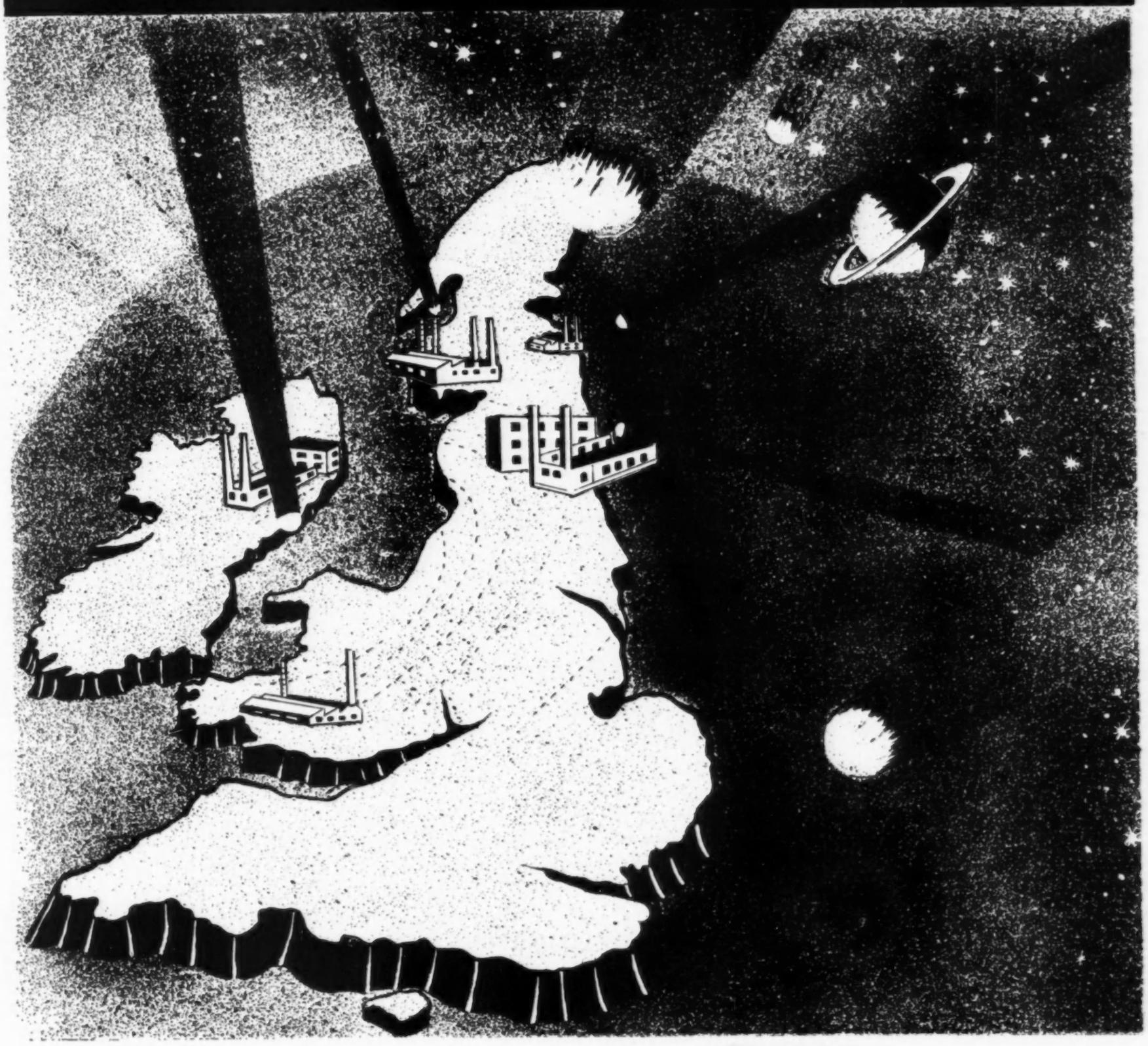

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Industrial Estates Management Corporation for Scotland 3 Woodside Place, Glasgow, C.3

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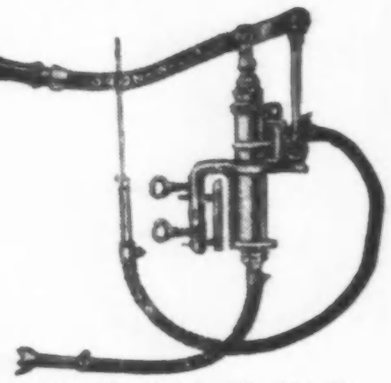

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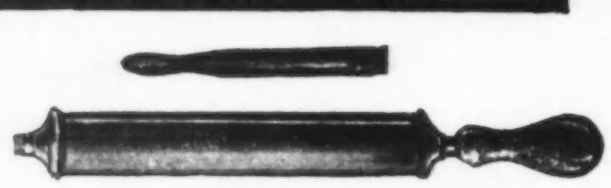

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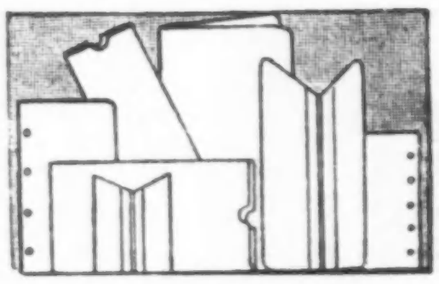

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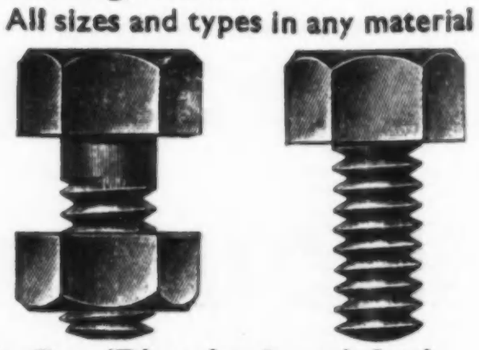

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GHANA, *continued*

sprayers, motor ambulances, mobile dispensaries, mobile workshops, forklifts, platform trucks and refuse collectors whether or not fitted with loading, compressing, dumping, etc., devices.

(2) Tyres and tubes designed solely for use on tractors and other vehicles designed solely for use in excavating and levelling operations.

(3) Specialized parts and accessories for vehicles mentioned in sub-item (1).

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey London, E.C.4. (Tel. City 5757, Ext. 472).

Purchase tax amendments

THE PURCHASE TAX (Amendment) Act, 1965 which was announced in the Ghana Budget amends with effect from January 21, the Purchase Tax Act, 1961 as follows:

The First Schedule to the Purchase Tax Act 1961, which was published in the *Board of Trade Journal* of February 15, 1963 (page 433), is revoked and the Second Schedule, published at the same time, and now referred to as the Schedule, is amended as follows:

SCHEDULE

Item	Tariff Item	Article	Rate of Purchase Tax
1	21	(1) Cars other than commercial vehicles:	
		(a) where the value does not exceed £G500	20%
		(b) where the value exceeds £G500 but does not exceed £G700	25%
		(c) where the value exceeds £G700 but does not exceed £G900	35%
		(d) where the value exceeds £G900 but does not exceed £G1,200	45%
		(e) where the value exceeds £G1,200 but does not exceed £G1,500	55%
		(f) where the value exceeds £G1,500 but does not exceed £G2,000	75%
		(g) where the value exceeds £G2,000	100%
		(2) Commercial vehicles imported and fully assembled outside Ghana or commercial vehicles assembled in Ghana, other than commercial vehicles of the description specified in paragraph (3) below:	
		(a) where the value does not exceed £G800	10%
		(b) where the value exceeds £G800 but does not exceed £G1,500	15%
		(c) where the value exceeds £G1,500 but does not exceed £G2,500	25%
		(d) where the value exceeds £G2,500	33⅓%
		(3) Commercial vehicles substantially assembled in Ghana:	
		(a) where the value does not exceed £G800	5%
		(b) where the value exceeds £G800 but does not exceed £G1,500	7½%
		(c) where the value exceeds £G1,500 but does not exceed £G2,500	12½%
		(d) where the value exceeds £G2,500	20%
2	21	Motor cycles, motor cycle side cars, scooters and other similar vehicles whether imported assembled, or unassembled	12½%

MALAYSIA (SINGAPORE)

Pioneer Industries Ordinance

AN ANNOUNCEMENT appeared in the State of Singapore *Government Gazette* dated January 23, 1965, to the effect that the following industries and products have been declared Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industries	Products
1. Manufacture of rope and twine	Rope, twine and cordage, all types
2. Assembly and manufacture of garage equipment and supplies.	(i) Automotive tune up equipment
	(ii) Static and electronic wheel balancers
	(iii) Battery chargers
	(iv) Front end alignment equipment
	(v) Tension wrenches
	(vi) Valve seat inserts
	(vii) Valve seating equipment
	(viii) Cylinder block crack repair materials
3. Metal working	(i) Pressed flooring membranes and structural sections of metal
	(ii) Ferrous and non-ferrous expanded metal
4. Manufacture of components, accessories, spare parts, supplies and fittings for motor vehicles.	(i) Parts for suspension assembly
	(ii) Parts for steering assembly
	(iii) Parts for brake system
	(iv) Parts for transmission system
	(v) Parts for engine assembly
	(vi) Bus and motor-car seat frames
	(vii) Accessories, all types
5. Feathers utilization	Feather meal
6. Stationery	(i) Stencil papers
	(ii) Duplicating ink
	(iii) Stamping pads
	(iv) Wax crayon
	(v) Water and poster colours
7. Rattan	Bleached, PVC – coated and woven rattan
8. Furniture manufacture	Interior spring mattresses

A preliminary notice of the intention of the Singapore Government to designate these products appeared in the *Board of Trade Journal*, September 6, 1963, page 532 (item 1) and December 25, 1964, page 1384 (items 2-8). Further inquiries about the Pioneer Industries legislation may be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference 6197/4/G.

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Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **H. M. Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	8 Jan. 1965
Business names registered (A)	7 Feb. 1964
Capital expenditure:	
By industry – provisional (Q)	11 Dec. 1964
– final (Q)	22 Jan. 1965
Distributive and service trades (A)	1 Jan. 1965
Expected capital expenditure (6-M)	22 Jan. 1965
Cars and commercial vehicles (M)	29 Jan. 1965
Catering trades turnover (M)	15 Jan. 1965
Chemical industries production (6-M)	30 Oct. 1964
Companies:	
Income and finance (Q)	6 Nov. 1964
New companies registered (M)	29 Jan. 1965
Property companies (A)	6 Nov. 1964
Engineering and electrical goods:	
Deliveries of certain products (Q)	1 Jan. 1965
Production, exports and orders (M)	29 Jan. 1965
Film industry:	
British film fund agency returns (M)	29 Jan. 1965
Cinema admissions and takings (M)	29 Jan. 1965
Overseas payments and earnings (A)	25 Sept. 1964
Registrations of films (A)	29 Jan. 1965
Trends in film-going (A)	25 Sept. 1964
Food consumption levels (A)	2 Oct. 1964
Foreign trade:	
Commonwealth trade (A)	30 Oct. 1964
Sterling area trade summary (Q)	6 Nov. 1964
Trends in exports of manufactures (A)	27 Nov. 1964
World trade and production (Q)	4 Dec. 1964
Foreign trade of the U.K.:	
Trade by air (6-M)	13 Nov. 1964
Unit value and volume index nos. (M)	8 Jan. 1965
Value of overseas trade (M)	29 Jan. 1965
Gold and dollar reserves (M)	8 Jan. 1965
Hire purchase:	
Assets and liabilities of HP companies (Q)	20 Nov. 1964
Business (M)	15 Jan. 1965
Industrial building:	
Provisional figures (Q)	29 Jan. 1965
Industrial production:	
Census, first results (A)	27 Dec. 1963
Index nos. (M)	29 Jan. 1965
N. Ireland index (M)	29 Jan. 1965
Insurance companies:	
Assets (A)	26 June 1964
Transactions (Q)	18 Dec. 1964
Investments and earnings overseas (6-M)	7 Aug. 1964
Pension funds:	
Assets (A)	10 July 1964
Transactions (Q)	27 Nov. 1964
Retail prices index (M)	29 Jan. 1965
Retail trade:	
Index nos. (M)	15 Jan. 1965
N. Ireland index (M)	This week
Shipping movement at UK ports (Q)	1 Jan. 1965
Stocks:	
Manufacturers and distributors (Q)	22 Jan. 1965
Retail (M)	22 Jan. 1965
Textiles:	
Clothing and textile orders and deliveries (M)	22 Jan. 1965
Man-made fibres production (M)	This week
Wholesale houses sales (M)	22 Jan. 1965
Wool and cotton output (M)	22 Jan. 1965
Tourism:	
International tourism (A)	28 Aug. 1964
UK tourist traffic (M)	29 Jan. 1965
Wholesale prices:	
Average prices of selected commodities (A)	21 Feb. 1964
Index nos. (M)	15 Jan. 1965

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade Addresses	28 Feb. 1964
Board of Trade Regional Organization	29 Jan. 1965
British and Commonwealth Chambers of Commerce and other British Business Organizations Overseas	This week
British Commercial Representatives Overseas	6 Nov. 1964
Directory of Board of Trade Departments and their work	14 Aug. 1964
ECGD Local Offices	22 Jan. 1965
Official Receivers' Offices	29 Jan. 1965
United States Consular Offices in the UK	14 Aug. 1964

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STEEL FOR THE WORLD FROM WALES

The Abbey Works. From a painting by Harold Forster.

The Abbey Works of The Steel Company of Wales at Port Talbot, Glamorgan, is Britain's largest integrated steelworks. It has an annual capacity of over 3,000,000 ingot tons.

The Company, with works also at Trostre, Velindre and Newport, is Britain's leading maker of sheet steel and tinplate. Much of its production is exported.

Hot-rolled Mild Steel Plates, Sheets and Coils;
Cold-reduced Mild Steel Sheets and Coils;
"Dragonite" Electro-Zinc Coated Steel Plates and Sheets;
"Dragonzin" Galvanised Steel Sheet and Coils

Cold-reduced Tinplate in Electrolytic and Hot-dipped Qualities;
Cold-reduced Blackplate

Electrical Sheets and Coils for motors, dynamos, generators, etc.;
Grain oriented ("Unisil") cold-reduced Sheets and Coils

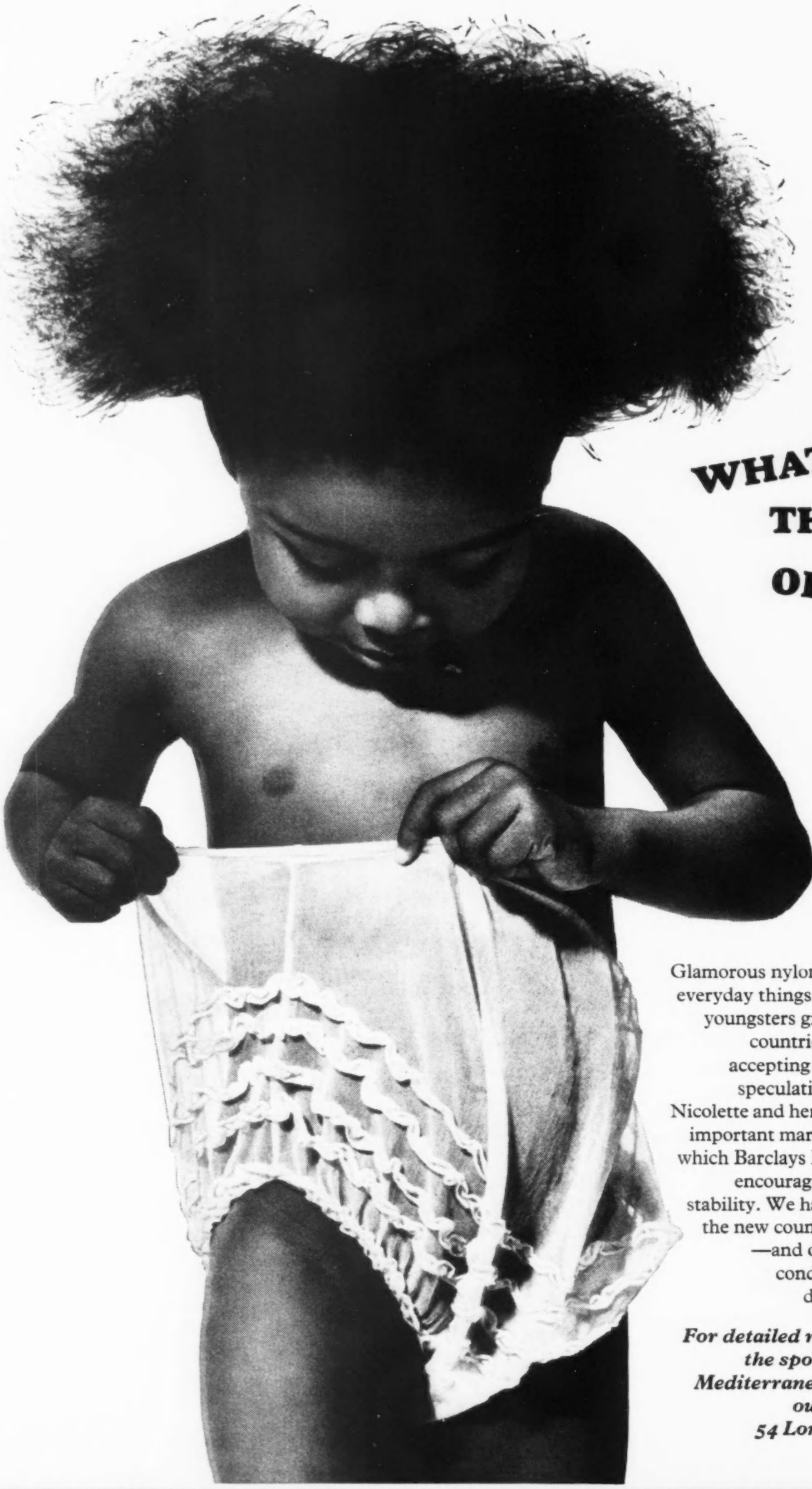
ENQUIRIES TO THE SALES MANAGER:

Plates and Sheets
Abbey Works, Port Talbot, Glamorgan
Telephone: Port Talbot 3161

Tinplate and Blackplate
Carmarthen Road, Swansea, Glamorgan
Telephone: Swansea 51571

Electrical Sheets
Orb Works, Newport, Monmouthshire
Telephone: Newport 72271

THE STEEL COMPANY OF WALES LIMITED



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